

**A PRAGMATIC ANALYSIS OF POSITIVE POLITENESS STRATEGIES
AS REFLECTED BY THE CHARACTERS
IN *CARNAGE* MOVIE**

A THESIS

Presented as Partial Fulfilment of the Requirements for the Attainment of the
Sarjana Sastra Degree in English Language and Literature



By:
Jeihan Jade Archia
09211141003

**ENGLISH LANGUAGE AND LITERATURE STUDY PROGRAM
FACULTY OF LANGUAGES AND ARTS
YOGYAKARTA STATE UNIVERSITY
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APPROVAL SHEET

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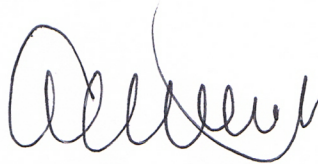
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Approved on April, 29th 2014

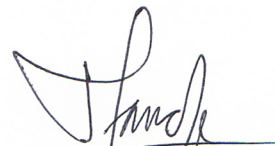
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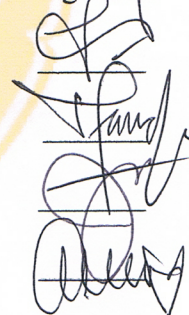
A Thesis

Accepted by the Board of Thesis Examiners of Languages and Arts Faculty of Yogyakarta State University on May, 13th 2014 and declared to have fulfilled the requirement to acquire a *Sarjana Sastra* Degree in English Language and Literature.

Board of Examiners:

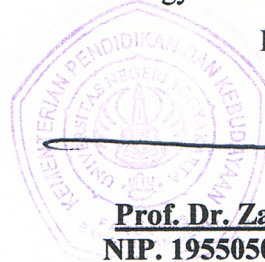
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menyatakan bahwa karya ilmiah ini adalah hasil pekerjaan saya sendiri. Sepanjang pengetahuan saya, karya ilmiah ini tidak berisi materi yang ditulis oleh orang lain, kecuali bagian-bagian tertentu yang saya ambil sebagai acuan dengan mengikuti tata cara dan etika penulisan karya ilmiah yang lazim. Apabila ternyata terbukti bahwa pernyataan ini tidak benar, sepenuhnya menjadi tanggung jawab saya.

Yogyakarta, 1 Mei 2014

Penulis,



Jeihan Jade Archia

MOTTOS

Recite, and your Lord is the most generous,
Who taught by the pen,
taught man that which he knew not.
Al-Quran [96:3-5]

We must quiet the mind to truly hear.
-Adjie Silarus

Procrastination is the thief of time
-Edward Young

If you let go a little, you will have a little peace.
If you let go a lot, you will have a lot of peace.
-Ajahn Chah

DEDICATIONS

This thesis is dedicated to my beloved parents:

Nur Hidayati

&

Saiful Anam

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First of all, I express my highest gratitude and praise to Allah SWT for the blessing, love, opportunity, health, and mercy that have been given to me. Then, I would like to acknowledge the contributions of the following groups and individuals for their helps and supports, without them, I would not have any strength to finish this thesis. Thus, I owe my deepest gratitude to:

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Finally, I do realize that this thesis is still far from being perfect. Hence, the constructive criticisms, suggestions and opinions to make it better are welcomed and expected from the readers.

Yogyakarta, May 1st, 2014

The researcher,

Jeihan Jade Archia

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LIST OF ABBREVIATIONS

Positive Politeness Strategies

- 1 : noticing, attending to H (her/his interests, wants, needs, goods, etc.)
- 2 : exaggerating (interest, approval, sympathy with H)
- 3 : intensifying interest to the hearer in the speaker's contribution
- 4 : using in-group identity markers in speech
- 5 : seeking agreement in safe topics
- 6 : avoiding disagreement
- 7 : presupposing, raising, asserting common ground
- 8 : joking to put the hearer at ease
- 9 : asserting or presupposing knowledge of and concerning for hearer's wants
- 10 : offering, promising
- 11 : being optimistic that the hearer wants what the speaker's wants
- 12 : including both S and H in the activity
- 13 : giving or asking for reasons
- 14 : asserting reciprocal exchange or tit for tat
- 15 : giving gifts to H (goods, sympathy, understanding, cooperation)

Maxim Violation

- QN : violation of quantity maxim
QL : violation of quality maxim
R : violation of relation maxim
M : violation of manner maxim

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ABSTRACT

Politeness phenomena do not only occur in daily conversations, but also in the dialogue found in a movie. *Carnage* is one of the interesting subjects to be analyzed in terms of positive politeness strategies. The movie tells about a cordial meeting held between two sets of parents regarding the fight of their sons. Through the meeting, both sets of parents could learn the importance meaning of politeness. Thus, the aims of this research are (1) to find the strategies of positive politeness expressed by the characters in *Carnage* and also (2) to identify the types of maxim violation applied by the characters in *Carnage* in expressing the positive politeness strategies.

This research employed descriptive qualitative research. The data were in the form of utterances uttered by the characters in *Carnage* movie. The main instrument of the study was the researcher herself and the secondary instrument was a data sheet. The data were analyzed with the use of a referential method. Such a method analyzes the data in reference to the theory employed in this study. The researcher also triangulated the data to achieve trustworthiness of the data by checking to peers.

The results of the research show two points. First, all of the fifteen strategies of positive politeness appear, except the strategy of asserting reciprocal exchange or tit for tat. In fact, the strategy of noticing, attending to H (her/his interests, wants, needs, goods, etc.) ranks the highest for the category of the most-often appearing strategy. Second, there are three types of maxim violation appear when the characters are expressing positive politeness strategies. They are violation of quality maxim, violation of relation maxim and violation of manner maxim. The maxim of relation is mostly violated by the characters. Meanwhile, violation of quantity maxim does not appear because the characters tend to give more information than give less information. This research also shows that from 67 utterances of positive politeness strategies, only 21 utterances are violated. It means that the use of positive politeness strategies does not always influence the maxims of cooperative principles in this research object.

Keywords: pragmatics, positive politeness strategies, maxim violation, *Carnage*

CHAPTER I INTRODUCTION

This chapter deals with background of the study, identification of the problems, research focus, formulation of the problems, objectives of the study and significance of the study. The further explanation of the introduction's section is described as follows. The first section explains why the researcher decides to choose the topic. The second section analyzes some factors that are relevant systemically with the title of the study. The third section describes the limitation of the problems. The fourth section presents the questions of the main problems. The fifth section declares the main purposes of the study. The last section explores the advantages of the study for certain party, theoretically and practically.

A. Background of the Study

Human and language is a unity that could not be separated. Language is used by human beings to communicate among one another. By the use of the language in their daily lives, they can express their emotions, views and others. Without the use of language, it seems impossible for people to interact and communicate with others. Weiten (2007:10) states that there are symbols found in any language which convey meaning. Therefore, those symbols help the language users to deliver their messages through their utterances.

When people use language to communicate with others, they always want to have a conversation that runs well and goes smoothly because by having a good conversation, they can maintain a good and close relationship with others.

According to Wang (2010:121), speakers have to be able to choose various communicative strategies to maintain a good relationship between both interlocutors and they also need to apply strategies to construct a good conversation. These strategies are also known as politeness strategies.

Culpeper (2009:120) defines politeness as a strategy that is used by people to build a harmonious communication. Therefore, when somebody tries to have a polite conversation, he or she also has to pay attention to the hearer's feeling. It is in line with Holmes' statement (1995:5) that when people try to be polite, it means that they want to express respect towards the person they are talking to and avoid offending that person. Hence, it is not only important to speak well in terms of linguistics, but also important to think about other's feeling.

In reference to Leech (1983:81), the general purpose of the politeness principle is to minimize disrespected and uncomfortable feeling when a conversation going on between the speaker and the hearer. Watts (2003:90) gives the example, if someone wants to ask his friend to stay at his place, he could say, *"I think you've had a bit too much to drink, Jim."* This kind of strategy will keep the face of the hearer since the speaker uses a special strategy named giving or asking for reasons strategy of positive politeness.

As stated by Brown and Levinson (1987:66), a politeness theory is based on the concept that people have a social self-image. This sense of self-image is also known as "face." The theory of "face" itself was developed in 1987 by Brown and Levinson. They state that people use various politeness strategies to protect the face of others when addressing them. In situations where a face-

threatening act (FTA) could arise, the politeness strategy used will be depending largely on how close the relationship between the speaker and the hearer.

Furthermore, Brown and Levinson (1987) state that there are four politeness strategies which a speaker uses when dealing with FTA to the hearer. They are bald on-record, positive politeness, negative politeness, and off-record. Each strategy is used differently depending on the situations. While in this research the researcher only focuses on the positive politeness strategy which is addressed to the person's positive face. Yule (1996:63) gives an example of this strategy, someone will say "*How about letting me use pen?*" instead of "*Give me a pen*".

In reference to Brown and Levinson in Watts (2003:86), there are fifteen positive politeness strategies. Those are noticing, attending to H; exaggerating; intensifying interest to the hearer in the speaker's contribution; using in-group identity markers in speech; seeking agreement in safe topics; avoiding disagreement; presupposing, raising, asserting common ground; joking to put the hearer at ease, asserting or presupposing knowledge of and concerning for hearer's wants; offering, promising; being optimistic that the hearer wants what the speaker wants; including both S and H in the activity; giving or asking for reasons; asserting reciprocal exchange or tit for tat and giving gifts to H.

Politeness phenomena do not only occur in daily conversations, but also in the dialogues found in a movie. As one example of entertainments media, movie is a mass medium which illustrates a certain story by moving pictures. Movies, similar to literature, present actions, images and words replicating life. The

researcher chooses a movie as the object of this research since it can be a medium to show the social interaction of people real lives. Thus, movie enables people to observe how languages are used. In this case, the researcher chooses a movie as the data source of this study.

Carnage is one of the interesting subjects to be analyzed in terms of positive politeness strategies. The researcher chooses this movie because it has won five awards and nominated in some film festivals. Furthermore, this movie tells about four people who learn about the importance meaning of politeness that is related to the topic of this research. The data are in the form of utterances which contain positive politeness strategies applied by the characters in the movie.

Beside the types of positive politeness strategies, the researcher also attempts to find the types of maxim violating of cooperative principle in expressing the positive politeness strategies. According to Cutting (2002:40), there are four types of maxims. Those are violating the maxim of quantity, the maxim of quality, the maxim of relation and the maxim of manner. Based on the utterances produced by the characters in *Carnage* movie, the researcher is interested in identifying the positive politeness strategies and the types of maxim violating in expressing positive politeness strategies. It is because the researcher aims to analyze the relationship between positive politeness strategies and maxim violating.

B. Identification of the Problem

According to Yule (1996:4), it is important to learn more about pragmatics since it enables people to understand that through this subject, one can talk about people's implied meanings, their assumptions, purposes, and the types of actions that they are doing when they speak. Pragmatic problems do not only occur in daily conversations, but also in the dialogues found in a movie. The study of language used in a movie can be seen from the characters, supported by their circumstances and the employment of their language. Therefore, the dialogues among the characters in a movie become an interesting object to be studied. From the language used, the researcher finds some related aspects.

The first aspect is politeness. This problem becomes an interesting aspect to be discussed since the characters need to be polite in order to create an effective communication. As stated by Brown and Levinson (1987:66), politeness theory is based on the concept that people have a social self-image. This sense of self-image is also known as "face". They (1987) explain further that face refers to the social image of self that every person expects to assert for him or herself. Based on Brown and Levinson (1987), there are four strategies of politeness; they are bald on-record, positive politeness, negative politeness and off-record.

The second aspect is cooperative principles. The cooperative principles are the principles of conversation proposed by Grice (1975). According to Yule (1996:145) cooperative principle is a fundamental theory of conversation that each interlocutor will try to speak properly. To put it in simple words, the cooperative principle means that people should say what is true in a clear and

relevant manner. Based on Grice (1975), there are four maxims of cooperative principle, namely maxim of quantity, maxim of quality, maxim of relation and maxim of manner.

The third aspect is conversational implicature. Yule (1996:128) explains that conversational implicature refers to a kind of extra meaning that is not literally contained in the utterance. It means that the hearer should think about what the speaker means to get more than is being said by the speaker. Furthermore, Yule (1996:40) says that it is the speakers who inform meaning by implicature and it is the hearers who identify those informed meaning by assumption.

C. Research Focus

In reference to the identification of the problems, the researcher finds some related aspects from the language used in *Carnage* movie which can be discussed. Considering the wide range of the aspects and the accessibility of the study, the researcher limits the problem observed. Therefore, in this study, the researcher will focus only on two problems. First, she identifies the positive politeness strategies expressed by the characters, which concerned with the person's positive face of politeness strategy.

Brown and Levinson (1987) divide it into fifteen types of positive politeness strategies. Those are noticing, attending to H; exaggerating; intensifying interest to the hearer in the speaker's contribution; using in-group identity markers in speech; seeking agreement in safe topics; avoiding

disagreement; presupposing, raising, asserting common ground; joking to put the hearer at ease, asserting or presupposing knowledge of and concerning for hearer's wants; offering, promising; being optimistic that the hearer wants what the speaker wants; including both S and H in the activity; giving or asking for reasons; asserting reciprocal exchange or tit for tat and giving gifts to H.

Second, she analyzes the types of maxim violation in expressing the positive politeness strategies as reflected by the characters in *Carnage* movie. According to Cutting (2002:40), there are four types of maxim violation. Those are violation of quantity maxim, violation of quality maxim, violation of relation maxim and violation of manner maxim.

D. Formulation of the Problems

According to the limitation of the problems, the researcher formulates the problems as follows.

1. What are the strategies of positive politeness expressed by the characters in *Carnage* movie?
2. What are the types of maxim violation applied by the characters in *Carnage* in expressing the positive politeness strategies?

E. Objectives of the Study

According to the formulation of the problem as mentioned above, the objectives of the research are:

1. to find the strategies of positive politeness expressed by the characters in *Carnage*, and
2. to identify the types of maxim violation applied by the characters in *Carnage* in expressing the positive politeness strategies.

F. Significance of the Study

There are two kinds of significance in this study, those are theoretical and practical. Those can be described as follows.

1. Theoretical Significance

This research can give information to linguistic research related to the politeness strategies.

2. Practical Significance

Practically, the research findings may be useful for the following parties:

a. The students of English Department

Especially for those who major in linguistics, it can give additional knowledge on pragmatics study in general, and to be more specific positive politeness analysis study.

b. To the English lecturers of English Department

The findings can be used as an example of how to analyze positive politeness strategies in the movie and could be seen as an alternative idea to teach English using movie as the medium.

c. To the other researchers

The research can be used as additional information to conduct other research in linguistics, especially concerning politeness.

CHAPTER II

LITERATURE REVIEW

This chapter deals with theoretical review, previous study, conceptual framework and analytical construct. The further explanation of the literature review's section is described as follows. The first section describes some theories of language related to the problems of this study. The second section analyzes some related studies that the researcher used as references of this study. The third section shows how theories are applied to analyze the data. The last section presents the steps of data analysis.

A. Theoretical Review

1. Pragmatics

Pragmatics is a branch of linguistics which concerns the connection between the forms of linguistics and the people who applying those forms (Yule, 1996:4). The language phenomena which are discussed in pragmatics mostly deal with the use of language by its user. As stated by Yule (1996:3), pragmatics is concerned with four areas. Firstly, pragmatics is the study of speaker's utterances and the effort of the hearer to interpret those utterances. Secondly, pragmatics is the study of the interpretation of speaker's utterance in particular context. In this case, both of the speaker and the hearer have to be aware of the context that follows the speaker's utterance. Thirdly, pragmatics is the study of how to recognize the implied meaning of the speaker's utterances. The last, pragmatics is

the study which focuses on the expression of the closeness between the speaker and the hearer.

According to Green (1989:3), the largest meaning of pragmatics is that it is a study that focuses on deliberate human acts. It means that pragmatics requires the interpretation of acts to get the correct meaning of utterances. Thus, it is important to pay attention to the context of utterances to get the correct interpretation. It is in line with Yule's statement (1996:3) that the context will give details and help the speaker to understand the utterances well.

Furthermore, Yule (1996:128) adds that context is the situation in which a word or a sentence is uttered. Yule (1996:92) gives an example of word "*ball*" to understand the context in different sentences. The word "*ball*" in "*He kicked the ball into the net,*" may be visualized as a soccer ball. Whereas in a sentence "*She dribbled the ball down the court and shot a basket,*" the word "*ball*" would be visualized as a basketball. Another example, "*She putted the ball in from two feet away.*" The word "*ball*" is visualized as a golf ball. In these examples, the word "*ball*" is interpreted in different ways according to what kind of action is related with it. Thus, the context is an important aspect in pragmatics.

In studying language via pragmatics, there are advantages and disadvantages. According to Yule (1996:4), one of the advantages is that pragmatics allows human to discuss about the speakers' implied meaning, their purposes, and the sorts of actions that they are showing when they speak. Meanwhile, the disadvantage is that it is hard for human to be consistent and objective when he or she has to analyze those concepts. Therefore, pragmatics is

an interesting study to be learnt because it is about how someone tries to understand other people linguistically. However, it is also a complicated study since it is about a deep understanding of what people have in their mind.

From all the opinions given by those scholars above, pragmatics can be best described as one of linguistics' branches which studies how people use language in their conversation. As one of linguistics branches, pragmatics covers several scopes, such as cooperative principles and politeness.

2. Context in Pragmatic Study

In pragmatic study, context has significant role. Context defines the meaning of the language conducted in certain society or community. According to Halliday via Mayes (2003:46), meaning should be analyzed not only within the linguistics system, but also taking into account the social system in which it occurs. Furthermore, he explains that based on the context people make predictions about the meaning of utterances. Halliday argues that context situation includes three variables; field, more and tenor. His definitions of these variables are summarized below.

- a. The field of discourse refers to what social action is taking place.
- b. The tenor of discourse refers to the participants and includes their social roles and social relationships, both those that are directly related to the interaction and those of a more permanent nature.
- c. The mode of discourse refers to the role that language plays in the interaction. This includes the status, function, channel (spoken/written),

and rhetorical mode; persuasive, expository, etc., (Halliday and Hassan in Mayes 2003:46).

Furthermore, Auer (2003:46) explains that context is not a pre-existing construct; rather there is a tension between how much context is “brought along” and how much is “brought about” in interaction. Thus, the relationship between language and context is one, in which language is not determined by context, but contributed itself in essential ways to the construction of context.

3. Politeness

The theory of linguistic politeness first appeared in 1987 by Brown and Levinson. As stated by Brown and Levinson in Cutting (2002:45), a politeness theory is based on the concept that people have a social self-image. This sense of self-image is also known as “face”. It is a general typical in all cultures that the speakers should aware on the hearers' needs about their faces, consider of their feelings, and minimize face-threatening act (FTA). Yule (1996:130) states that FTA is an action which gives threat to a person's face. Thus, in brief, politeness is an act of showing awareness of the hearers' social self-image.

Furthermore, Brown and Levinson in Watts (2003:86) state that the aim of politeness strategy is to minimize FTA. They state that every person has two types of face, positive and negative. Positive face is described as the individual's need to be respected and accepted in social interactions, while negative face is the individual's need to have an independence of action and imposition. There are four politeness strategies proposed by Brown and Levinson (1987) to show

people's awareness of other's face. Those are bald on-record, negative politeness, positive politeness, and off-record. The four strategies are explained as follows.

a. Bald on-Record

Brown and Levinson in Cutting (2002:46) state that when a speaker expresses a bald on-record politeness strategy, he or she makes an advice, demand, offer or invitation in a direct way. The most direct utterances of bald on-record contain an imperative form without mitigating devices. The speakers usually apply the imperative form when they are talking to their close relatives or friends. The following sentence exemplifies the imperative form of bald on-record:

(2:1) **This door handle's falling off. Fix it.** (Cutting, 2002:46)

In this imperative form of bald on-record, if the hearer does not fix the door handle, he or she will be seen as uncooperative by the speaker. Therefore, the imperative form of bald on-record is the most face-threatening type of action in politeness. However, bald on-record can also be applied to save the hearer's face, for example when the speaker wants to offer something to the hearer:

(2:2) **Have some more cake.** (Yule, 1996:127)

The speaker directly offers some more cake to the hearer. The directness of this form makes the hearer feel pleased and socially closed with the speaker.

b. Positive Politeness

As stated by Brown and Levinson in Watts (2003:86), positive face is described as an individual's need to be respected and accepted in any form of social interactions. Brown and Levinson in Cutting (2002:48) state that the aim of positive politeness strategy is to save the hearers' positive face by expressing intimacy, engaging to friendship, making the hearers feel good, and showing that the speakers have a common purpose with the hearers. Furthermore, Brown and Levinson in Watts (2003:89-90) give fifteen strategies of positive politeness. Those fifteen strategies are discussed further in the section below, including the examples of each strategy.

1) Noticing, attending to H (her/his interests, wants, needs, goods)

The first strategy of positive politeness suggests that the speakers should pay attention to the hearers' condition. It can refer to their interests, wants, goods or anything that the hearers may want to be noticed. The speakers may express this strategy in the form of compliments. By expressing compliments, they can create a good impression on the hearers and make the imposition less inappropriate. The following is an illustration of this strategy:

- (2:4) **Jim, you're really good at solving computer problems.** I wonder if you could just help me with a little formatting problem I've got.
(Watts, 2003:89)

The speaker knows that Jim is good at solving computer problems. Therefore, when he or she has a problem in formatting, he asks Jim to help him or her. Before the speaker asks him, he or she tries to satisfy Jim's

positive face by praising Jim's ability in solving computer problem. Thus, Jim feels good and tries to help the speaker to solve his or her problem.

2) Exaggerating (interest, approval, sympathy with H)

In having a conversation, if the speaker wants to save the hearer's positive face, he or she can do this by using an exaggerated expression. This strategy can be done by making something seem important than it really is. The speaker uses this strategy to emphasize his or her feelings toward the hearer which may include interest, approval, or sympathy. The expression of this strategy would be:

(2:5) Good old Jim. **Just the man I wanted to see.** I knew I'd find you here. Could you spare me a couple of minute?

(Watts, 2003:89)

The sentence shows that the speaker is very glad to meet Jim. The speaker indicates his or her exaggeration by saying that the only person he or she wants to meet is Jim. Jim gets satisfied because the speaker gives interest to him by exaggerating his or her utterance. Therefore, Jim does not feel disturbed to spare his time to the speaker.

3) Intensifying interest to the hearer in the speaker's contribution

Another way for the speaker to show that he or she shares some common purposes with the hearer is by increasing the hearer's interest to the speaker's contribution. The speaker of this strategy may pull the hearer's attention to the conversation by making a good story or narrative. Therefore, the narrative should be clearly explained by the speaker. The speaker can start his or her narrative by saying this:

- (2:6) **You'll never guess what Fred told me last night.** This is right up your street. [begins a narrative] (Watts, 2003:89)

Before the speaker tells the story, he or she tries to get the hearer's attention by saying "*You'll never guess*" This phrase makes the hearer interested in listening to his or her story. It shows that the speaker has saved the hearer's positive face because the speaker has made the hearer involved in the discussion. The hearer feels satisfied because he or she has been accepted by the speaker and treated as a member of the same group.

4) Using in-group identity markers in speech

By applying in-group address forms in a conversation, the speaker can show solidarity and intimacy with the hearer. The hearer's positive face is saved as the speaker calls him or her as "*pal*", "*buddy*", "*sweetheart*" or even his or her familiar nickname "*Kenny*" instead of "*Kennedy*." These identity markers strengthen the closeness between the speaker and the hearer. A model of this strategy can be seen as follow.

- (2:7) Here's my old **mate Fred**. How are you doing today, **mate**? Could you give us a hand to get this car to start? (Watts, 2003:89)

The speaker employs positive politeness by using in-group identity markers strategy. The identity markers are "*Fred*" as a familiar nickname and "*mate*" as another address form. The speaker uses these words to minimize the threat as he or she is asking the hearer to help him or her. Therefore, the hearer's positive face is saved because he has been treated as a member of the same group.

5) Seeking agreement in safe topics

In expressing positive politeness, the speaker also can apply the strategy of seeking agreement in safe topics. It is a strategy that allows the speaker to find a possibility in which he or she can agree with the hearer's statement in safe topics, for example talking about the weather or the beauty of a garden. This strategy can be found in this sentence:

- (2:8) **I agree. Right. Manchester United played really badly last night, didn't they?** D'you reckon you could give me a cigarette?
(Watts, 2003:89)

The hearer tells about the evaluation of Manchester United's poor showing in the previous evening. Then, the speaker tries to save the hearer's positive face by seeking an agreement from the hearer's statement. The speaker expresses his or her agreement by saying "*I agree. Right.*" By saying this agreement, the speaker shows his or her cooperation with the hearer. Therefore, the speaker can minimize the threat when he or she asks a cigarette to the hearer.

6) Avoiding disagreement

Avoiding disagreement is one way to save the hearer's positive face. The speaker of this strategy may hide his or her disagreement by doing a white lie. As stated by Cutting (2002:40), a white lie is "a lie with good intentions." Besides, the speaker also can hide his or her disagreement by pretending to agree through the use of hedges. Cutting (2002:42) gives some examples of hedges, for example "*if possible*", "*sort of*", "*in a way*" and "*I wonder*". The speaker can apply this strategy as in this example:

(2:9) Well, in a way, I suppose you're sort of right. But look at it like this. Why don't you...?

(Watts, 2003:89)

The use of hedges in the sentence shows that the speaker is pretending to agree with the hearer. The speaker is hiding his or her disagreement to save the hearer's positive face. He or she chooses to say "*I suppose you're sort of right. But...*" rather than "*I don't agree with you*". Therefore, the speaker makes the hearer feel good because the hearer thinks that his or her opinion is not wrong.

7) Presupposing, raising, asserting common ground

Another positive politeness strategy is presupposing, raising, asserting common ground. This can be done by sharing same interests, beliefs and opinions between the interlocutors. The speaker in this strategy makes a small talk that includes the hearer into the discussion. He or she usually uses pronoun "*we*" to include the hearer into the conversation, for instance:

(2:10) People like me and you, Bill, don't like being pushed around like that, do we? Why don't you go and complain?

(Watts, 2003:89)

This sentence shows that the speaker is trying to ask Bill to go and complain. He or she makes a small talk that includes Bill into the discussion by the use of pronoun "*we*". This expression emphasizes that the speaker and the hearer have a common goal. Therefore, the speaker can minimize the threat when he or she asks Bill to go and complain.

8) Joking to put the hearer at ease

The speaker of positive politeness can show solidarity and familiarity to the hearer by making a joke which will make the hearer feel relieve. The speaker can also minimize the demand as in this sentence:

(2:11) A: **Great summer we're having. It's only rained five times a week on average.**

B: Yeah, terrible, isn't it?

A: Could I ask you for a favour?

(Watts, 2003:89)

In that conversation, the speaker is trying to amuse the hearer by telling a joke about the season. A says that they are having a great summer which is only rained five times a week on average. It means that almost all days of that summer are rained. Therefore, it should not be a great summer. The speaker makes a joke to minimize the demand when he or she is asking B for a favour.

9) Asserting or presupposing knowledge of and concerning for hearer's wants

In applying this strategy, the speaker shows his or her solidarity by emphasizing that he or she knows personal information about the hearer. The speaker also tries to fulfil what the hearer's wants to show that the speaker is cooperated with the hearer. By fulfilling the hearer's wants, the speaker can safe the hearer's positive face. An example of this strategy is presented below.

(2:12) **I know you like marshmallows, so I've brought you home a whole box of them.** I wonder if I could ask you for a favour...

(Watts, 2003:89)

This sentence shows the cooperation stressed by the speaker. He or she indicates the personal information about the hearer. The speaker knows that the hearer like marshmallows so he gives a whole box of them to the hearer. Thus, the hearer's positive face has been satisfied because he or she has been appreciated and accepted by the speaker.

10) Offering, promising

In order to minimize the potential threat and to show that the hearer and the speaker are cooperated, the speaker can offer or promise something to the hearer. The speaker may state that the speaker certainly does something for the hearer. This strategy shows the speaker's good intention in satisfying the hearer's wants. It can be seen in this example:

(2:13) **I'll take you out to dinner on Saturday** if you'll cook the dinner this evening.

(Watts, 2003:89)

This example shows that the speaker conveys to the hearer that they are cooperated. The speaker stresses his or her cooperation by promising to the hearer that he or she takes the hearer out to dinner on Saturday. This expression can minimize the imposition when the speaker asks the hearer to cook the dinner that evening. Thus, the hearer's positive face has been fulfilled because the speaker has appreciated him or her.

11) Being optimistic that the hearer wants what the speaker wants

In expressing positive politeness, the speaker can also apply the strategy of being optimistic that the hearer wants what the speaker wants. The speaker saves the hearer's positive face by being optimistic that the

hearer wants to do something as the speaker wants. In this case, the hearer cooperated with the speaker because they share same interest. The following sentence exemplifies this strategy:

(2:14) I know you're always glad to get a tip or two on gardening, Fred, so, **if I were you, I wouldn't cut your lawn back so short.**
(Watts, 2003:89)

In this utterance, the speaker asks the hearer not to cut his or her lawn back so short. The speaker assumes that the hearer cooperated with him because both of them like gardening. It shows that the speaker has appreciated the hearer and satisfied the hearer's positive face.

12) Including both S and H in the activity

In order to include both the interlocutors in the activity, the speaker can use the pronoun "*we*". Thus, the speaker has appreciated the hearer as a member of the same group and save the hearer's positive face. The speaker can do this strategy by saying this sentence:

(2:15) I'm feeling really hungry. **Let's stop for a bit.**
(Watts, 2003:89)

In the provided example, the speaker wants the hearer to stop because he or she wants to eat something. The use of the pronoun "*us*" in that sentence shows that the speaker includes the hearer in his or her activity. It makes the request more polite because it indicates the cooperation between the speaker and the hearer that the goals not only for the speaker but also for both of them.

13) Giving or asking for reasons

The speaker of this strategy shows cooperation with the hearer by giving or asking for reasons. The speaker does this to make his or her wish understandable by the hearer. Therefore, the hearer agrees to help the speaker in making his or her wish. Giving or asking for reasons strategy can be found in this sentence:

(2:16) I think you've had a bit too much to drink, Jim. **Why not stay at our place this evening?**

(Watts, 2003:89)

Since the speaker thinks that Jim is drunk, he or she wants Jim to stay at his or her place. The speaker can say directly "*Stay at our place this evening.*" However, he or she decides to give the suggestion indirectly by asking the reason of why Jim does not stay at his or her place. Therefore, the speaker has satisfied Jim's positive face.

14) Asserting reciprocal exchange or tit for tat

The existence of cooperation between the speaker and the hearer can also be shown by stating mutual exchange. An example of asserting reciprocal exchange or tit for tat strategy is presented below:

(2:17) **Dad, if you help me with my maths homework, I'll mow the lawn after school tomorrow.**

(Watts, 2003:89)

It is clearly seen that the speaker and the hearer are cooperated by assuming reciprocity. The speaker and the hearer get their own right. The speaker gets a help from his father to do his or her math homework and the father gets their lawn mowed by the speaker.

15) Giving gifts to H (goods, sympathy, understanding, cooperation)

The last strategy of positive politeness is giving gifts to the hearer. The speaker may save the hearer's positive face by satisfying some of the hearer's wants. This strategy can be done not only by giving goods but also by giving sympathy, understanding, cooperation etc. The following is an example of this strategy:

(2:18) A: **Have a glass of malt whisky, Rick.**

B: Terrific! Thanks.

A: Not at all. I wonder if I could confide in you for a minute or two.

(Watts, 2003:89)

The provided example shows that A decides to save B's positive face by giving gift to B. By giving a glass of drink as a gift, A makes B feel appreciated. Therefore, A can minimize the imposition when he or she confide in B.

c. Negative Politeness

As stated by Brown and Levinson in Watts (2003:86), negative face is an individual's need to have an independence of action and imposition. Brown and Levinson in Cutting (2002:46) state that negative politeness focus on negative face, by showing the distance between speakers, and minimizing disrupting on each other subject. Furthermore, Brown and Levinson in Watts (2003:90-91) provide ten strategies of negative politeness. Those fifteen strategies are discussed further in the section below, including the examples of each strategy.

1) Being conventionally indirect

The first strategy of negative politeness suggests that the speaker should tell something in an indirect way with a clear meaning. The speaker can apply this strategy as in the following example:

(2:19) **Could you tell me the time**, please?

(Watts, 2003:90)

This example shows that the speaker is trying to ask information about the time to the hearer by using an indirect expression.

2) Not assuming willingness to comply. Question, hedge.

The speaker of this strategy can avoid willingness to comply by using question and hedge. The following is an example of this strategy:

(2:20) **I wonder whether I could just sort of ask you a little question.**

(Watts, 2003:90)

By using some hedges “*I wonder*” and “*sort of*” in his or her sentence, the speaker can avoid willingness to comply.

3) Being pessimistic about ability or willingness to comply. Using the subjunctive.

The speaker can express his or her pessimistic by using the subjunctive to anticipate a refusal from the hearer. This strategy can be found in this sentence:

(2:21) **If you had a little time to spare for me this afternoon**, I’d like to talk about my paper.

(Watts, 2003:90)

In this example, the speaker uses subjunctive (had) to give the hearer an option. Therefore, hearer can simply refuse the speaker by saying no.

4) Minimizing the imposition

The speaker in this strategy can minimize the imposition by making it seem smaller than it is. The example of minimizing the imposition strategy is presented below:

(2:22) Could I talk to you for **just a minute**?

(Watts, 2003:90)

The speaker in this strategy tries to save the hearer's negative face by saying "*just a minute*" to make the imposition seem smaller than it is.

5) Giving deference

The strategy of giving deference may be accomplished through the use of honorific or the use of more formal varieties of language. The honorific can be found in this sentence:

(2:23) Excuse me, **officer**. I think I might have parked in the wrong place.

(Watts, 2003:90)

The word "*officer*" emphasizes that the speaker knows that the hearer has more power than the speaker.

6) Apologizing

The speaker of this strategy knows that he or she impinges on the hearer and regrets that he or she must do so. An expression of apologizing strategy is:

(2:24) **Sorry to bother you**, but...

(Watts, 2003:89)

In saving the hearer's negative face, the speaker shows his or her regret by saying sorry to the hearer.

7) Impersonalizing the speaker and the hearer. Avoiding the pronouns I and you

In expressing this strategy, the speaker saves the hearer's negative face by avoiding the pronouns "*I*" and "*you*" directly. This conversation is an example of this strategy:

(2:25) **A: That's car parked in a no-parking area.**

B: It's mine, officer.

A: Well, it'll have to have a parking ticket.

(Watts, 2003:90)

The speaker is demonstrating the distance to the hearer by not using the pronouns "*I*" and "*you*".

8) Stating the FTA as an instance of a general rule

By stating the imposition as an example of a general rule, the speaker is able to communicate that he or she does not want to impose, but is forced by the circumstances of this. This sentence illustrates the strategy:

(2:26) **Parking on the double yellow lines is illegal**, so I'm going to have to give you a fine.

(Watts, 2003:90)

It is clearly seen from the example that the speaker shows the distance to the hearer by stating that parking on the double yellow lines is illegal.

9) Nominalizing to distance the actor and add formality

This strategy can be done by avoiding direct address. The example of this strategy is presented below:

(2:27) **Participation** in an illegal demonstration is punishable by law. Could I have your name and address, madam?

(Watts, 2003:91)

By using the word “*participation*”, the speaker is avoiding direct address to show the distance to the hearer.

10) Going on-record as incurring a debt, or as not indebting H

The speaker may save the hearer’s negative face by promising to reciprocate the favour in the future or by allowing the hearer to refuse. The next sentence is an example of this strategy.

(2:28) If you could just sort out a problem I have got with my formatting, **I’ll buy you a beer at lunchtime.**

(Watts, 2003:91)

In minimizing the imposition, the speaker promises to buy the hearer a beer at lunchtime as a compensation of the imposition.

d. Off-Record

According to Brown and Levinson in Cutting (2002:45), off-record is an indirect way of politeness. The utterances are not directly addressed to the hearers. Bonvillain (2003:127) gives six examples of Brown and Levinson’s off-record strategies. Those are giving hints; understating; overstating; being ironic; using rhetorical questions and being vague or ambiguous. The descriptions of the six strategies are as follows.

1) Giving hints

In general the speaker in this strategy is inviting the hearer to find the implied meaning of the hints. An example of this strategy is presented below:

(2:29) **It’s cold in here.**

(Bonvillain, 2003:127)

He or she is stating indirectly that the hearer should close the door or the window since the weather is cold.

2) Understating

In using understating strategy, the speaker can state something that makes it seem less important than it really is or provide less information than it is required. Bonvillain (2003:127) gives an example of this strategy.

(2:30) **It's not half bad.**

The speaker makes his statement less important than it really is by using understatement strategy.

3) Overstating

Another way for the speaker to express an indirect politeness is by saying more than is necessary. An expression of this type of strategy can be found in this sentence:

(2:31) **I tried to call a hundred times**, but there was never any answer.
(Bonvillain, 2003:127)

The word "*hundred*" in this sentence emphasizes that the speaker is trying to make his or her statement more important than it really is.

4) Being ironic

In delivering the message, the speaker in this strategy states something that is opposite to what the speaker mean. An example of this strategy is:

(2:32) **John's a real genius.**
(Bonvillain, 2003:127)

The speaker says that John is a genius after John has just done a stupid mistake.

5) Using rhetorical question

In this type of strategy, the speaker asks a question to the hearer without hoping the hearer to answer it. The following is an expression of this strategy:

(2:33) **What can I say?**

(Bonvillain, 2003:127)

By saying “*What can I say?*” it is clear that the speaker does not need an answer from the hearer.

6) Being vague or ambiguous

In this strategy, the speaker delivers his or her message by saying something unclearly. This example illustrates this strategy:

(2:34) **Perhaps someone did something naughty.**

(Bonvillain, 2003:127)

The word “*someone*” in the above statement is an example that the speaker is being unclear about the object of FTA.

4. Cooperative Principles

The cooperative principles is a theory developed by Grice in 1975. According to Grice in Yule (1996:37), the cooperative principles is a basic assumption in conversation that each interlocutor attempts to speak properly to construct a successful conversation. Grice (1975) elaborates the cooperative principles into four sub-principles which is known as maxims. Those are Maxim of Quantity, Maxim of Quality, Maxim of Relation and Maxim of Manner.

a. Observance of Maxims

Observance of maxims happens when the speaker successfully follows the four maxims to achieve effective communication (Cutting, 2002:34-35).

1) Maxim of quantity

The first maxim of cooperative principle emphasizes the speakers to be informative. A contribution should be as informative as it is required for the conversation. It should be neither too little, nor too much. Some speakers observe maxim of quantity by saying *“to cut a long story short”*, *“as you probably know”*, and *“I won’t bore you with all the details”*. The following sentence is an example of observing the maxim of quantity:

(2:35) **Well, to cut a long story short**, she didn’t get home till two.
(Cutting, 2002:34)

In this example, the speaker indicates that he or she knows as much as the information that the hearer needs. As stated by Cutting (2002:35), the speakers who give too little information make the hearers not being able to understand what is being talked about. Meanwhile, the speakers who give too much information make the hearers feel bored.

2) Maxim of quality

This maxim emphasizes the speakers to be truthful. They should not say something that they think or believe to be false, or make statement for which they have no proof. Some speakers try to observe this maxim by saying *“as far as I know”*, *“I may be mistaken”*, *“I am not sure if this is right”* and *“I guess.”* This conversation is an example of observing the maxim of quality:

(2:36) A: I'll ring you tomorrow afternoon then.

B: Erm, I shall be there **as far as I know**, and in the meantime have a word with Mum and Dad if they're free. Right, bye-bye then sweetheart.

A: Bye-bye, bye.

(Cutting, 2002:35)

It is clearly seen that the phrase "*as far as I know*" means that B cannot be totally sure with her statement. By saying this, B is protected from lying because B is not sure that he or she will be able to take the call from A.

3) Maxim of relation

The maxim of relation emphasizes the speakers to be relevant. They should make their contributions relevant to the previous statement. Garfinkel in Cutting (2002:35) gives an example "*The baby cried. The mommy picked it up.*" It can be assumed that the mother of the baby is the "*mommy*" and she picked it up because the baby was crying. Similarly, see the following exchange:

(2:37) A: There's somebody at the door.

B: I'm in the bath.

(Cutting, 2002:35)

A states that there is somebody at the door. He or she is implying that B should go and see who is coming. However, B answers that he or she is in the bath. By answering this, B states that he or she could not go and see who is coming. Therefore, B expects that A can understand his or her condition.

4) Maxim of manner

The last maxim of cooperative principles emphasizes the speakers to be clear. They should be brief and orderly, and prevent obscurity and ambiguity. Some speakers observe the maxim of manner by saying "*I'm not*

sure”, “*I don’t know*” or “*just to clarify*”. Cutting gives an example of observing the maxim of manner:

(2:38) Thank you Chairman. Jus—**just to clarify one point**. There is a meeting of the Polite Committee on Monday and there is an item on their budget for the provision of their camera.
(Cutting, 2002:35)

In this exchange of a meeting, the speaker indicates that he or she is observing the maxim of manner. The speaker uses the phrase “*just to clarify one point*” to avoid obscurity and ambiguity in his or her statement. Therefore, he or she can establish cooperation with the hearers.

b. Non-Observance of Maxim

Any failure to observe a maxim may be referred as non-observance of maxim. When a speaker breaks the maxim, he or she breaks in some ways. Cutting discusses four ways of not observing maxims: opting out, infringing, flouting and violating. (Cutting, 2002: 36-41)

1) Opting out

According to Cutting (2002:41), when opting out the maxim, the speaker is unwilling to cooperate and reveal more than he or she already has. The speaker chooses not to observe maxim and states an unwillingness to do so. An example of opting out is shown below.

(2:39) **I’m afraid I cannot give you that information.**
(Cutting, 2002: 41)

The example above is uttered by a police officer who refuses to release the name of an accident victim until the relatives have been informed.

2) Infringing

When a speaker infringes a maxim he or she unintentionally deceives or fails to observe the maxims. According to Cutting, infringing occurs when the speaker does not master the language well enough or he or she is incapable of speak clearly. Infringing may come about when the speaker has inadequate command of language (Flowerdew, 2012:100).

(2:40) **My job is a decision-making job. And as a result, I make a lot of decisions.**

(Flowerdew, 2012:100)

In the example, the speaker infringes the maxims by giving illogical statements. The first statement has already given enough information that his main job is a decision-maker. The next statement has no additional meaning from the previous statement. Infringing occurs because the speaker unintentionally breaks the maxim. Hence, the speaker here might not master the language well that he or she is not able to speak clearly.

3) Flouting

Cutting (2002:36) states that flouting happens when a speaker blatantly fails to observe a maxim in which he or she has intention. An example of flouting the maxim is presented below.

(2:41) A: So, what do you think of Mark?

B: His flatmate's a wonderful cook.

(Cutting, 2002:39)

In the conversation above, B does not say that she was very impressed with Mark, but by not mentioning him in the reply and apparently saying something irrelevant, she implies it.

4) Violating

According to Cutting (2002:40), when a speaker violates a maxim, he or she says something that makes the hearer not know the true meaning of the utterance. Therefore, the hearer only knows the surface meaning of the utterance. Cutting (2002:40) describes the maxim violation and provides some examples as follow.

a) Violation of quantity maxim

The first type of maxim violation of cooperative principle is violation of quantity maxim. When a speaker violates the maxim of quantity, he or she does not provide enough information to the hearer to understand what is being talked about. The following is a conversation taken from *Pink Panther* movie:

(2:42) Peter : Does your dog bite?
Receptionist: No
 Peter : [Bends down to stroke it and gets bitten]
 Ow! You said your dog doesn't bite!
 Receptionist : That isn't my dog!
 (Cutting, 2002:40)

The receptionist knows that Peter is talking about the dog in front of him or her and not his or her dog at home. However, the receptionist violates the maxim of quantity by not giving enough information to Peter. Another example of violation of quantity maxim is presented below.

(2:43) Husband : How much did that new dress cost, darling?
Wife : Less than the last one
 (Cutting, 2002:40)

In this conversation, the wife does not observe the cooperative principle. She hides the price of her new dress by not saying the exact price of her new dress. Therefore, she violates the maxim of quantity.

b) Violation of quality maxim

The speaker who violates the maxim of quality may deliver the wrong information and not being sincere to the hearer. Thus, lying is a violation of quality maxim. This type of violation can be found in this conversation:

- (2:44) Husband : How much did that new dress cost, darling?
 Wife : **Thirty-five pounds** (Cutting, 2002:40)

The wife does not observe the cooperative principle in answering her husband's question. She tells him a lie about the price of her new dress. Therefore, she violates the maxim of quality.

c) Violation of relation maxim

If a speaker violates the maxim of relation, he or she will say something that is not relevant with the previous statement. An example of violation of relation maxim is:

- (2:45) Husband : How much did that new dress cost, darling?
 Wife : I know, let's go out tonight. Now where would you like to go?
 (Cutting, 2002:40)

In this conversation, the wife's answer is not relevant to the question. She does not tell the price to her husband. She only says that she knows the price and then asks her husband to go out with her. Thus, she violates the maxim of relation by shifting the topic of the conversation.

d) Violation of manner maxim

The last type of maxim violation is violation of manner maxim. When a speaker tells an ambiguous statement, he or she can be said to violate the maxim of manner. Moreover, the speaker may also avoid being brief and orderly in delivering his or her message. An example of violation of manner maxim is:

- (2:46) Husband : How much did that new dress cost, darling?
 Wife : **A tiny fraction of my salary, though probably a bigger fraction of the salary of the woman that sold it to me.**
 (Cutting, 2002:40)

It is clearly seen that the wife's answer is an ambiguous statement. She says everything except what her husband wants to know. She does this to make the topic of the conversation end. Thus, she violates the maxim of manner.

Similarly, can be seen in the following exchange:

- (2:47) Interviewer: What would the other people say?
 Old lady : Ah well I don't know. I wouldn't like to repeat it because I don't really believe **half of what they are saying**. They just get **a fixed thing** into their mind.
 (Cutting, 2002:40)

In this conversation, "*half of what they are saying*" is an unclear reference to the other people's opinion, and "*a fixed thing*" is a general noun containing ambiguous reference. The old lady uses these expressions to avoid giving a brief and orderly answer.

c. Relationship with the Politeness Strategies

In pragmatics, people can study about cooperative principle and politeness. However, according to Cutting (2002:48), the cooperative principle sometimes conflict with the politeness strategies. If the speakers want to express positive politeness, they may violate cooperative maxims. The following is an example when a speaker expresses a positive politeness strategy and violates the cooperative maxims:

(2:48) A: How do I look?

B: Good (Thinks: “Awful”)

(Cutting, 2002:49)

It is clearly seen that B applies avoiding disagreement strategy of positive politeness. To save the hearer's positive face, B prefers to tell a white lie than insult A with the reality. B hides his or her true opinion that A does not look good. Thus, B violates the maxim of quality by not being sincere.

5. Theories on Movie Analysis

There are three styles of film/movie: realism, classicism, and formalism. Even before the turn of the last century, movies began to develop in two major: the realistic and the formalistic (Giannetti, 2002:2). Realism is a particular style, whereas physical reality is the source of all the raw materials of film. In other words, realistic films attempt to reproduce the surface of reality with a minimum of distortion. Thus, in photographing objects and events, the filmmaker attempts to suggest the copiousness of life itself. Realists

try to preserve the illusion that their film world is an objective mirror of the actual world.

In this case, *Carnage* is categorized as realism because it seemed to capture the flux and spontaneity of events as they were viewed in real life. Thus, as long as the movie is realism, any object in the movie is made as similar as the reality including the language spoken in the movie. There are two types of language spoken in movie: monologue and dialogue. In *Carnage* movie, the spoken language is only in the form of dialogue.

In addition, Giannetti (2002:241) says that language dialogue in movie conveys most meanings, so dialogue in film can be as spare and realistic as it in everyday life. Thus, language in movie can be analyzed as language phenomena which represent actual phenomena in language use in society. For this reason, it is very interesting to study the miniature of how language conducted in society through movie. In this case, *Carnage* movie has a role as the miniature of the society which can be analyzed scientifically, especially through pragmatic study.

6. *Carnage*

Carnage is co-written and directed by Roman Polanski. The major characters of *Carnage* are Michael Longstreet which is played by John C. Reilly, Penelope Longstreet played by Jodie Foster; Alan Cowan played by Christoph Waltz; and Nancy Cowan played by Kate Winslet. The minor characters are Ethan Longstreet and Zachary Cowan as their sons.

The story of *Carnage* happens within eighty minutes. It began with a prologue scene in a playground where there was a boy named Zachary who hit his friend, Ethan. On the next day, Zachary's parents, Alan and Nancy Cowan came to meet Ethan's parents, Michael and Penelope Longstreet, to discuss the incident between their sons. At first, they were trying to cooperate in solving the problem of their sons. They tried to be as polite as they can. The Cowan couple as the parents of Zachary apologized and regretted for the damage of Ethan's teeth. The Longstreet couple as the owners of the home tried to serve the guest well by serving coffee and cake. Their meeting was initially intended to be short, but due to various circumstances, the conversation continued to draw out. Their comments started to hurt others' feelings, and made everyone argue one another. Finally, the couples realized that the conversation of their meeting end in nothing.

This movie is an adaptation of a successful play entitled *Le Dieu du Carnage* written by a French playwright Yasmina Reza. It was released by Sony Picture Classics on 16 December 2011 in the United States. Based on <http://www.imdb.com/title/tt1692486/>, the film had a budget of \$25 million. The movie is an urban drama that has a simple and meaningful story. It is about a meeting held between two set of parents regarding their sons fight in the Brooklyn Park. What starts as a meeting between the parents to determine what led to the fight, turns into the most chaotic day of their lives. *Carnage* is truly splendid, its four characters in one costume in one apartment. The whole movie is like a theater play where it seems that all is said and done in one shot. Roman Polanski got his hands on some of the most talented actors like Jodie Foster, Kate Winslet,

Christoph Waltz and John C. Reilly. All the actors have done a tremendous job in showcasing. The ending and the whole hamster story in the movie was hilariously excellent. Overall, *Carnage* is an excellent dark comedy which requires multiple viewing to understand the characteristics and greatness in the performances of the actors.

The researcher chooses this movie because it has won five awards, namely Polish Film Award (2013), CEC Award (2012), Cesar Award (2012), BSFC Award (2011) Venice Film Festival (2011) and nominated in some film festivals. Furthermore, this movie tells about four people who learn about the importance meaning of politeness that is related to the topic of this research. Therefore, the researcher thinks that there are many utterances in the dialogue of this movie which contains politeness strategies.

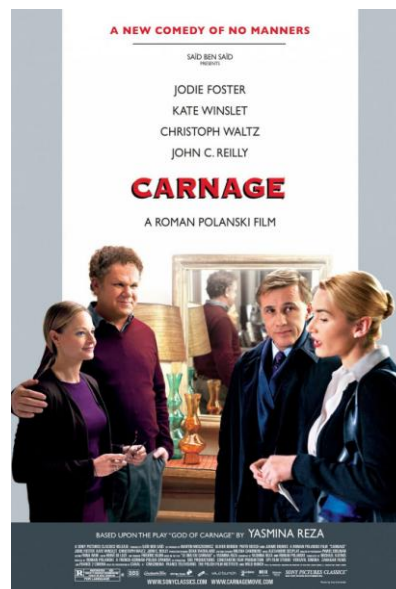


Figure 1: *Carnage* Movie Poster

B. Previous Studies

The researcher does not deny that this research is not the first one to discuss politeness, especially the phenomenon of positive politeness strategies. In fact, there have been many previous researches on this topic. A number of researches were done under pragmatics studies with politeness strategies as the main issue to be discussed. However, this research is different because it has its own issues, theory and methodology.

The first research is “Politeness Strategies Used by The Main Character A *Walk to Remember* Movie.” by a student of Malang State Islamic University named Siti Masluha (2011). The researcher of this study analyzed the main character’s politeness in the movie. In analyzing the data, the researcher used Brown and Levinson (1987) politeness theory. Those are bald on-record, positive politeness, negative politeness, and off-record strategies. This study aims to analyze the use of politeness strategies in *A Walk to Remember* movie, specifically to find out the types of politeness strategies and the intentions for using these strategies by Jamie as the main character when she expressed her faith and affection to Landon.

Another study deals with politeness strategies is “An Analysis of Positive Politeness Strategy in the Film Entitled *In Good Company*” by a student of Sebelas Maret State University named Ani Septyaningsih (2007). It aims to find out the kinds of the positive politeness strategies employed by the characters and the factors influencing the characters to employ those strategies in relation to Brown and Levinson’s (1987) politeness strategy. The data were taken from all of

the dialogues containing positive politeness strategy which have significant relationship with the problem statements. The data were then identified by using Brown and Levinson's politeness strategy to find the kinds of positive politeness strategy employed by the characters. The researcher used Brown and Levinson's politeness scale to find out the factors influencing the characters to employ those strategies.

Meanwhile, this research which is entitled "A Pragmatic Analysis of Positive Politeness Strategies as Reflected by the Characters in *Carnage* Movie" is different from those previous ones. This study aims to find out the types of positive politeness strategies and the maxim violation when the characters use the positive politeness strategies. The researcher uses Brown and Levinson's theory of politeness strategies (1987) and Grice's theory of cooperative principles (1975)

C. Conceptual Framework

This research studies the linguistics phenomenon under the pragmatics study. In this study, the researcher observes the positive politeness strategy employed by the characters in *Carnage* and the maxim violating when they are using those strategies. She examines the dialogues of all characters in the movies that contain positive politeness strategies.

The researcher uses the theory of politeness strategy proposed by Brown and Levinson (1987:86) namely the Positive Politeness. Based on the theory, there are fifteen strategies of Positive Politeness: noticing, attending to H; exaggerating; intensifying interest to the hearer in the speaker's contribution;

using in-group identity markers in speech; seeking agreement in safe topics; avoiding disagreement; presupposing, raising, asserting common ground; joking to put the hearer at ease; asserting or presupposing knowledge of; offering, promising; being optimistic that the hearer wants what the speaker wants; including both S and H in the activity; giving or asking for reasons; asserting reciprocal exchange or tit for tat and giving gifts to H.

Furthermore, the researcher also discusses the maxim violation of cooperative principles when the characters utter the positive politeness strategies. According to Cutting (2002:40), there are four types of maxim violation. Those are violation of quantity maxim, quality maxim, relation maxim and manner maxim. The researcher attempts to find out the relationship between positive politeness and the maxim violation, especially the one which is related to the discussion of the movie. The steps of the analysis are described as follows.

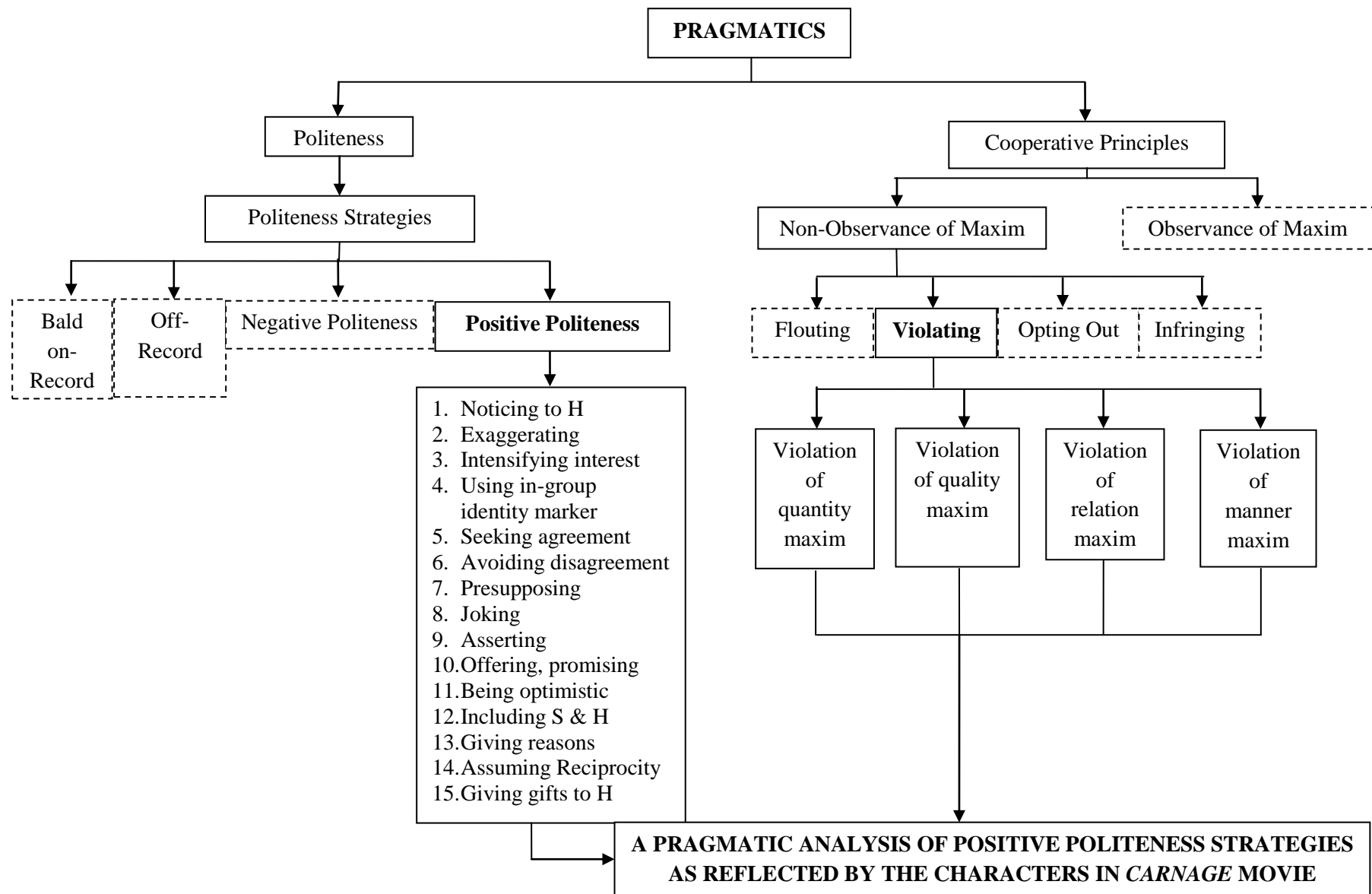


Figure 2: The Analytical Construct

CHAPTER III RESEARCH METHODS

This chapter presents the research methods and is divided into six sections. The sections of the research methods are explained as follows. The first section explores about the type of research which is used in this research. The second section explains the form, context and source of the data. The third section shows the instruments that used to conduct this research. The fourth section analyzes the techniques used to collect the data. The fifth section describes the techniques used in analyzing the data. The last section clarifies the credibility of the data.

A. Type of Research

This research applied a qualitative approach based on an analysis of pragmatics since this was the study of politeness and cooperative principles in a movie. Vanderstoep and Johnston (2009:310) define a qualitative research as a type of study which creates a descriptive text of the phenomena. Furthermore, they (2009:167) state that the aim of the qualitative research is more descriptive than predictive. They also add that the goal of the qualitative research is to get a deep understanding about the research participants' point of view.

This research used a descriptive qualitative approach because the objective of this study was to understand the findings of language phenomena of politeness and cooperative principles deeply. Then, the research's findings tend to be more descriptive. Using the descriptive qualitative approach, this research was aimed at

identifying the positive politeness strategies and the types of maxim violation in the *Carnage* movie. Hopefully, it can finally answer the objectives of this study.

B. Form, Context and Source of the Data

Lofland and Lofland in Moleong (2004:112) state that language and action are the primary data of qualitative research. This research was done based on the data taken from a movie entitled *Carnage*. Thus, the data in this research were in the forms of spoken but written utterances with the lingual units of words, clauses, phrases, and sentences uttered by the characters in *Carnage*. The contexts of data were dialogs as performed by the characters in the movie.

There were two data sources in this research. The primary source was the movie itself, while the script of the movie became the secondary data source. The secondary source was taken from the official website of the movie; accessed on 20 of May 2013. From the website, the researcher got the whole script of the movie, including the dialogues, the description of the situation and the action done by the characters. After watching the whole movie and reading the whole script, the researcher began to take the data as the theory used.

C. Research Instruments

Lincoln and Guba in Vanderstoep and Johnston (2009:188) state that human is the best instrument for a qualitative analysis. In line with Lincoln and Guba, Moleong (2008:9) also states that in the qualitative research, the instrument of data collecting process is the researcher him or herself or with the assistance of

somebody else. Therefore, based on those theories, in this research the primary instrument was the researcher herself. As the main instrument, the researcher had the role of planning, collecting, analyzing and reporting the research findings.

The other instrument of this research was data sheet which were used to note the linguistic phenomena found in the form of utterances. The data sheet helped the researcher to classify, analyze, and interpret the data. The model of the data sheet can be seen below.

Table 1. Data Sheet

CODE	DIALOG	POSITIVE POLITENESS STRATEGIES															VIOLATING THE MAXIMS				EXPLANATION
		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	QN	QL	R	M	
PP/C/008	MICHAEL LONGSTREET: I mean let's be honest, Penelope, it wasn't only a sense of honor. PENELOPE LONGSTREET: You could say that. But a sense of honor requires a social context.						✓											✓			Penelope does not agree with Michael's statement. However she avoids disagreement expression by using hedging words "You could say that. But..." She violates the maxim of quality by not being honest that she does not agree with him.

Note:

- a. Coding
PP/C/008 : Positive Politeness/*Carnage*/datum number
- b. Positive Politeness Strategies
 - 1: noticing, attending to H (her/his interests, wants, needs, goods, etc.)
 - 2: exaggerating (interest, approval, sympathy with H)
 - 3: intensifying interest to the hearer in the speaker's contribution
 - 4: using in-group identity markers in speech
 - 5: seeking agreement in safe topics
 - 6: avoiding disagreement
 - 7: presupposing, raising, asserting common ground
 - 8: joking to put the hearer at ease
 - 9: asserting or presupposing knowledge of and concerning for hearer's wants
 - 10: offering, promising
 - 11: being optimistic that the hearer wants what the speaker's wants
 - 12: including both S and H in the activity
 - 13: giving or asking for reasons

- 14 : asserting reciprocal exchange or tit for tat
- 15 : giving gifts to H (goods, sympathy, understanding, cooperation)

c. Maxim Violation

- QN : violation of quantity maxim
- QL : violation of quality maxim
- R : violation of relation maxim
- M : violation of manner maxim

D. Techniques of Collecting Data

To minimize the invalid data, the researcher employed multiple methods in collecting the data. The data collecting techniques used in this research were observation and note-taking. Mahsun in Muhammad (2011:217) states that observation technique is a technique to get the data by observing the use of language. While, note-taking is a technique that allows the researcher to write the data on a data card (Mahsun in Muhammad, 2011:211). Therefore, the data of this research were collected by using the following steps. The researcher watched the movie and read the script comprehensively. Then, observation technique was applied to collect the data from the script. After all the data were identified and selected, they were transferred into the data sheet by note-taking technique.

E. Technique of Data Analysis

Patton in Moleong (2002:103) states that data analysis is a process in which the data are organized and classified into a certain category or a basic unit of analysis. The referential identity method was conducted in this research to analyze the data. According to Muhammad (2011:234), it is a technique that

enables the researcher to analyze the data by using reference. In this study, the researcher used Brown and Levinson's (1987) theory of politeness strategies and Grice's (1975) theory of cooperative principle to analyze the data.

After collecting the data completely from the movie, the data was analyzed with the use of a referential method. Such a method analyzes the data in reference to the theory employed in this study. In this research, there were some activities that the researcher had to do to be able to analyze the data correctly. Firstly, the researcher analyzed the context of the situation in the conversation which used the positive politeness strategies. Secondly, she analyzed the types of maxim violation when the positive politeness strategies appear. The last, she counted the data findings to get an actual frequency of the data that will be used to get the conclusions.

F. Trustworthiness of the Data

This research conducted trustworthiness to avoid the subjectivity and to minimize the invalid data. To achieve trustworthiness, this study applied triangulation. Moleong (2004:178) states that triangulation is a technique to crosscheck data trustworthiness by using something outside of the data to verify them. Furthermore, triangulation can be done by crosschecking the data with the other researchers. In this study, the triangulation was conducted by comparing the finding data to the related theories by doing crosschecking with the other researchers. The researcher's classmates checked the findings data and the data interpretation through discussions and gave some suggestions about the findings.

They were Hanifa Pascarina and Kistin Hidayati who were the students of English Language and Literature Study Program majoring in linguistics.

CHAPTER IV FINDINGS AND DISCUSSION

This chapter presents the results of the research and is divided into two sections. The first section presents and describes the examined data from *Carnage* movie. The data found are related to the positive politeness strategies and maxim violating in the movie and presented in terms of frequency and percentage. The second section consists of a discussion of the data found in *Carnage* movie. This section provides a deep explanation on the positive politeness strategies and maxim violating found in *Carnage* movie. There are some examples for the analysis to make the explanations clear.

A. Research Findings

This section consists of two parts. The first part describes the findings for the types of positive politeness strategies which are used by the characters in *Carnage* movie and the second part describes the maxim violation when the characters are expressing positive politeness strategies. From the object of the research, there are 67 data found by the researcher.

1. Positive Politeness Strategies in *Carnage* Movie

Table 2 below provides the descriptions related to the use of positive politeness strategies in *Carnage* movie. The table indicates their occurrence frequency and its percentage of the total data.

Table 2: The Data Findings of Positive Politeness Strategies Uttered by the Characters in *Carnage* Movie.

No	Positive Politeness Strategies	Frequency	Percentage
1	Noticing, attending to H (her/his interests, wants, needs, goods, etc.)	11	16.42%
2	Exaggerating (interest, approval, sympathy with H)	6	8.95%
3	Intensifying interest to the hearer in the speaker's contribution	2	2.98%
4	Using in-group identity markers in speech	8	11.94%
5	Seeking agreement in safe topics	4	5.97%
6	Avoiding disagreement	6	8.95%
7	Presupposing, raising, asserting common ground	5	7.46%
8	Joking to put the hearer at ease	3	3.95%
9	Asserting or presupposing knowledge of and concerning for hearer's wants	1	1.49%
10	Offering, promising	6	8.95%
11	Being optimistic that the hearer wants what the speaker's wants	2	2.98%
12	Including both S and H in the activity	2	2.98%
13	Giving or asking for reasons	1	1.49%
14	Asserting reciprocal exchange or tit for tat	0	0%
15	Giving gifts to H (goods, sympathy, understanding, cooperation)	10	14.92%
TOTAL		67	100%

As it is drawn in Table 2, there are 67 occurrences of positive politeness strategies in *Carnage* movie. The findings clearly show that the characters apply most of strategies of positive politeness. The one that they do not apply is the strategy of asserting reciprocal exchange or tit for tat. It is because the characters tend to use the strategy of offering and promising which has similar form with the strategy of asserting reciprocal exchange or tit for tat.

In the highest rank, there are two strategies that appear more than 9 times. Those are the strategies of noticing, attending to H (her/his interests, wants, needs, goods, etc.) and giving gifts to H (goods, sympathy, understanding, and cooperation). Those are followed by the strategy of using in-group identity markers in speech in the second rank with 8 data. The third rank is the strategies of exaggerating (interest, approval, sympathy with H); avoiding disagreement; and offering, promising which occur in 6 data. Meanwhile, the last rank is covered by the strategies which have the occurrence less than 6 times, those are the strategies of intensifying, interest to the speaker to the hearer in the speaker's contribution; seeking agreement in safe topics; presupposing, raising, asserting common ground; joking to put the hearer at ease; asserting or presupposing knowledge of and concerning for hearer's wants; being optimistic that the hearer wants what the speaker's wants; including both S and H in the activity; and giving or asking for reasons.

2. Maxim Violation when the Characters are Expressing Positive Politeness

The phenomena of maxim violation can be found from the data findings of positive politeness strategies uttered by the characters in *Carnage* movie. Table 3 below shows the phenomena of maxim violation occurred in the data related to the positive politeness strategies in *Carnage* movie.

Table 3. The Data Findings of Maxim Violation when the Characters are Expressing Positive Politeness Strategies

No	Maxim Violation	Frequency	Percentage
1	Violation of quantity maxim	0	0%
2	Violation of quality maxim	5	23.81%
3	Violation of relation maxim	12	57.14%
4	Violation of manner maxim	4	19.05%
TOTAL		21	100%

As it is drawn in Table 3, violation of relation maxim is in the highest rank with 12 data out of the 21 data. In other words, out of the total 100%, its percentage is 57.14%. It is followed by violation of quality maxim and violation of manner maxim which have the occurrence less than 6 times. Meanwhile, the phenomenon of violation of quantity maxim is not found in the data of this research. It is because the characters tend to give more information than give less information. Giving more information will make the characters violate the maxim of manner, while giving less information will make the characters violate the maxim of quantity. The characters prefer to violate the maxim of manner. Thus, there is no violation of maxim of quantity.

B. Discussion

In this section, the researcher answers the research questions by giving deep explanations using related theories that are previously presented in chapter II. Besides, this section also presents some examples to support the explanations of positive politeness strategies and maxim violation in *Carnage* movie.

1. The Positive Politeness Strategies Reflected by the Characters in *Carnage*

The findings of the research show that all of the positive politeness strategies appear, except the strategy of asserting reciprocal exchange or tit for tat. In fact, the strategy of noticing, attending to H (her/his interests, wants, needs, goods, etc.) ranks the highest for the category of the most-often appearing strategy. On the other hand, the strategies of asserting or presupposing knowledge of and concerning for hearer's wants and giving or asking for reasons rank the two lowest for the same category. The explanations as well as examples for each strategy are presented as follows.

a. Noticing, attending to H (her/his interests, wants, needs, goods, etc.)

It is clearly seen in Table 2 that the most-often appearing phenomenon of positive politeness strategies in *Carnage* movie belongs to noticing, attending to H (her/his interests, wants, needs, goods, etc.) strategy. Among 67 places of occurrence, this strategy appears 11 times. Its percentage is 16.42%. The characters in *Carnage* use this strategy by noticing to the hearers' interests, wants, needs, goods, etc. This strategy can be expressed in the form of compliment as seen in the example below.

(4:1) Penelope Longstreet: Let them taste it.

Alan Cowan : Very good. Very good.
(Alan is eating the cobbler)

(PP/C/016)

It can be seen in the dialogue above that Alan used the strategy of noticing, attending to H (her/his interests, wants, needs, goods, etc.). As the owner of the house, Penelope and Michael served cobbler to their guests. After

Alan had tasted the cobbler, he said “*Very good. Very good.*” This statement indicates that he used this strategy in the form of compliment. He appreciated Penelope and Michael who had made the cobbler and served it to their guests. Thus, Alan had saved Penelope and Michael’s positive face.

The dialogue below shows the application of this strategy by another character, Nancy Cowan.

(4:2) **Nancy Cowan** : **I see you're an art enthusiast.** I love Bacon too.
 Penelope Longstreet : Oh yes, Bacon.
 (PP/C/031)

Penelope, Nancy and Alan were standing in the living room. They were very uncomfortable with the situation there because they could not solve the problem of their sons yet. Therefore, Nancy tried to break the awkward silence. She leant over and delicately picked up a book featuring the painter, Bacon. She noticed that Penelope was an art enthusiast. By saying “*I see you’re an art enthusiast*”, Nancy had saved Penelope’s positive face. Nancy applied the strategy of noticing, attending to H (her/his interests, wants, needs, goods etc.) In this case, Nancy noticed that Penelope was a devotee of art.

In addition, another example of the phenomenon that also deals with this strategy is shown in the following datum.

(4:3) **Nancy Cowan** : I'm going to throw up.
Alan Cowan : No, you're not.
Nancy Cowan : I am.
Michael Longstreet : **You want to use the bathroom?**
 (PP/C/038)

The conversation between Nancy, Alan and Michael took place in the living room. Nancy did not feel good at that time. She felt like going to vomit. However, Alan prevented her not to vomit because they were in the Longstreet's house as guests. Michael as the owner of the house tried to treat his guests well. Therefore, he asked Nancy whether she needed to use the bathroom or not. By noticing to Nancy's need, Michael had saved her positive face because he wanted to show friendliness and solidarity to her.

b. Exaggerating (interest, approval, sympathy with H)

The phenomenon of exaggerating (interest, approval, sympathy with H) strategy in *Carnage* movie appears in 6 out of 67 times of occurrences with the percentage 8.95%. An example of exaggerating (interest, approval, sympathy with H) strategy is presented in the following datum.

(4:4) Michael Longstreet : She's not telling you the real secret.
 Penelope Longstreet : Gingerbread crumbs.
Nancy Cowan : Oh, my God.

(PP/C/018)

In this conversation, Michael and Penelope served cobbler cake to their guests. Then, Alan and Nancy ate the cake and thought that the taste was delicious. Therefore, they were curious about the secret recipe of the Penelope's handmade cake. Then, Penelope revealed the real secret of her handmade cake. She told that she used gingerbread crumbs as the secret recipe of her cake. Nancy was surprised and responded in an exaggerated way by saying "*Oh, my God.*" She exaggerated her statement because she wanted to show her appreciation to Penelope in having a good recipe. Thus, Penelope's positive face had been saved by Nancy.

The dialogue below shows the application of this strategy by another character, Alan Cowan.

- (4:5) Penelope Longstreet: It's sort of a souped-up Betty Crocker recipe. To
be honest, I got the idea from his mother.
Alan Cowan : Gingerbread, **fantastic**.
(PP/C/019)

The conversation between Penelope and Alan occurred in the living room of the Longstreets' apartment. Penelope said that she got the idea to add gingerbread into her cobbler cake from Michael's mother. Then, Alan thought that it was a very nice idea because it made the cobbler cake tasted very good. He expressed his comment by saying "*fantastic*". The use of this word shows that he emphasized his feeling by exaggerating his statement. Thus, Alan had saved Penelope's positive face by using the strategy of exaggerating (interest, approval, sympathy with H).

Another example of exaggerating (interest, approval, and sympathy with H) is as follows.

- (4:6) Michael Longstreet : Is cobbler cake or pie?
Penelope Longstreet: Cobbler is cake. If there's no crust on the bottom
then it can't be pie.
Alan Cowan : **You're a gourmet chef**.
Penelope Longstreet: I like cooking. It's something you have to do out
of love or not at all.
(PP/C/019)

The conversation above shows that Alan employed positive politeness strategy, namely exaggerating (interests, approval, and sympathy with H). Michael came back with the coffee from the kitchen. He asked everybody in the living room that cobbler was a cake or pie. Then, Penelope answered that cobbler was a cake because there was no crust on the bottom of the cobbler.

Alan was surprised in responding to Penelope's statement. He thought that she had a very good skill in cooking. Therefore, he used exaggerating (interest, approval, sympathy with H) strategy to express his interest to Penelope's skill. Alan knew that Penelope was a writer and not a chef. However, he exaggerated his statement by calling her as a "*gourmet chef*." By saying this, Alan had saved Penelope's positive face.

c. Intensifying interest to the hearer in the speaker's contribution

The strategy of intensifying interest to the hearer in the speaker's contribution is the third strategy of positive politeness. It only appears 2 times from the whole speeches, and its percentage is 2.98%. Based on the data finding, the occurrences of such phenomenon can be seen from the datum below.

- (4:7) Nancy Cowan : You got rid of the hamster?
Michael Longstreet: Yeah. Listen. Made such a racket at night. Those things sleep during the day. Ethan was going crazy. He couldn't stand the racket that hamster made. Now, I don't mind telling you, I been wanting to get rid of the thing for the longest time. So I thought, that's it. I took it out and left it in the street.
 (PP/C/009)

The conversation above shows that Michael employed the strategy of intensifying interest to the hearers in the speaker's contribution. He used this strategy to show that he shared common ground with the hearers. He attracted the hearer's attention by saying the word "*Listen*." After that, he told a complete story about how he could get rid of the hamster. He did not like the hamster because it always made a noise when people were sleeping at night.

Moreover, his son, Ethan, also did not like the hamster. Therefore, Michael tried to intensify the hearers' attention to listen to the story about his hamster. He had saved the hearers' positive face by including the hearers into the topic being discussed.

Another example of intensifying interest to the hearer in the speaker's contribution strategy can be seen in the following datum.

- (4:8) Alan Cowan : That a good living?
Michael Longstreet: **You know**, it's not like we had any banner years or anything. It was tough starting out. But long as I'm out there every morning, with my catalog and my sample case, it's a living. Although the cast iron roasting pans do pick up around the holidays!
 (PP/C/014)

Alan and Michael were discussing about their jobs. Michael tried to tell about his job to Alan. He intensified the hearer's interests into the topic being discussed by saying "*You know.*" After that, he explained about his job to Alan. Michael said that it was hard when he started out his job. However, as time went by he could manage it perfectly, although sometimes the job took his holidays. By involving the hearer into the discussion, Michael had satisfied Alan's positive face. He showed friendliness, closeness and solidarity to Alan.

d. Using in-group identity markers in speech

The phenomenon of using in-group identity markers in speech strategy in *Carnage* movie appears 8 times out of 67 times of occurrences, or 11.94%. An example of the strategy of using in-group identity markers in speech is presented as follow.

(4:9) Penelope Longstreet: Should I may be go check on her?

Michael Longstreet: Go ahead, **Darjeeling**.

(PP/C/050)

Nancy did not feel well and suddenly vomited in the living room. Thus, she went to the bathroom to clean herself. Penelope asked her husband, Michael, whether she should check on Nancy or not. Then, Michael answered “*Go ahead, Darjeeling.*” He chose to call his wife as “*Darjeeling*” instead of her real name, Penelope. He applied the strategy of using in-groups identity markers to show intimacy, closeness, solidarity to his wife. Therefore, he saved Penelope’s positive face.

In addition, another example of using in-group identity markers in speech strategy is shown in the following datum.

(4:10) Nancy Cowan : I don’t want to listen to this! Why do you put me through this, Alan!?

Alan Cowan : Relax, **Doodle**.

(PP/C/066)

The participants in this conversation were Nancy and Alan Cowan. Nancy was angry with her husband. In respond to her anger, Alan as her husband tried to make her relax. He called her as “*Doodle*”, a favourite name for his wife, instead of her real name, Nancy. Therefore, he saved his wife’s positive face and made her feel good and relaxed. He employed a strategy of positive politeness, namely using in-group identity markers in speech.

Datum PP/C/011 is also an application of the strategy using in-group identity markers in speech.

- (4:11) Alan Cowan : He knows what he did. He didn't realize how serious it was. He's eleven years old.
 Penelope Longstreet: Eleven is not a baby.
Michael Longstreet: It's not an adult either. We didn't ask you, you want some coffee or tea? Is there any cobbler left, **Penny?**
 (PP/C/011)

Penelope and Alan were arguing about Alan's son, Zachary. She thought that Zachary should feel sorry since he beat Penelope's son. Alan thought that Zachary was still an eleven years old kid, while Penelope thought that eleven years old was not a baby. Thus, Michael tried to make the situation better by offering coffee or tea to his guests. Then, he asked his wife by saying "*Is there any cobbler left, Penny?*" It is clear that he employed positive politeness by using in-group identity markers strategy in this sentence. "*Penny*" as the identity marker was used to show an intimacy. Therefore, Penelope's positive face was saved because she has been respected by Michael.

e. Seeking agreement in safe topics

The fifth strategy of positive politeness is seeking agreement in safe topics strategy. It appears 4 times from the whole dialogue and has percentage of 5.97%. The following examples give clear descriptions about the phenomenon of seeking agreement in safe topics strategy.

- (4:12) Michael Longstreet: A good cobbler isn't easy to make.
Nancy Cowan : True.
 (PP/C/013)

Michael stated a safe topic about food. He said that it was not easy to make a good cobbler. He told this because he thought that his wife's handmade cobbler was very delicious. In respond to Michael's statement, Nancy said

“*True*”. It indicates that Nancy sought an agreement from Michael’s statement. She employed a positive politeness strategy named seeking agreement in safe topics strategy. She showed this strategy to share the same opinion that it was not easy to make a good cobbler. It may also indicate that she appreciated Michael who had served the cobbler to her.

The other example of seeking agreement in safe topics strategy can be seen in the following dialogue.

- (4:13) Alan Cowan : This Scotch is unbelievable.
Michael Longstreet : Right? You see that? Eighteen years old, single malt.
 (PP/C/057)

Michael served Scotch to his guests. Alan thought that the taste of the Scotch was very good. In this case, he gave a statement about safe topic that was a type of drink. In respond to Alan’s statement, Michael said “*Right*”. It indicates that he sought an agreement from Alan’s statement. Michael saved Alan’s positive face by using the strategy of seeking agreement in safe topic. The safe topic in this conversation was about drink. By employing this strategy, Michael could emphasize that he and Alan had a same opinion about the drink. Thus, Michael had shown his solidarity to Alan.

The datum below explains more about the strategy of seeking agreement in safe topics.

- (4:14) Michael Longstreet: Of course, of course. Excellent, isn't it?
Alan Cowan : Excellent.
 (PP/C/058)

Alan handed Michael his empty glass then Michael refilled it. Michael said that the taste of the drink was excellent. In replying Michael's statement, Alan said "*Excellent.*" He sought an agreement from Michael's statement that the taste of the drink was good by using repetition word. Thus, Michael's positive face had been satisfied by Alan. Alan employed one of positive politeness strategies named seeking agreement in safe topics. In this case, the safe topic was drink.

f. Avoiding disagreement

The strategy of avoiding disagreement has the same rank with the strategy of exaggerating (interest, approval, sympathy with H). Both of them appear in 6 out of 67 times of occurrences with the percentage 8.95%. The examples and explanation for this phenomenon are presented as follows.

(4:15) Michael Longstreet : He didn't want to tell on the kid. Like his friends would say he was a snitch. I mean let's be honest, Penelope, it wasn't only a sense of honor.

Penelope Longstreet : You could say that. But a sense of honor requires a social context.

(PP/C/008)

Michael said that his son, Ethan, did not want to discuss about the kid who hit him in the park. It was because his friends would say that he was a snitch. Furthermore, Michael said that it was not only a sense of honour. Penelope did not agree with Michael's statement. However, in expressing her disagreement, she did not say "*I do not agree with you.*" She decided to use hedge words to minimize the imposition when she told her disagreement. By saying "*You could say that. But...*", Penelope had saved Michael's positive

face. He did not think that his statement was wrong or false. In this case, Penelope employed a strategy of positive politeness, avoiding disagreement strategy.

In addition, another example of avoiding disagreement strategy is shown in the following datum.

- (4:16) Nancy Cowan : Could you come over to our place at about seven-thirty, with Ethan?
 Penelope Longstreet : Seven-thirty? What do you think, Michael?
Michael Longstreet : Well, if you want my opinion....
 Nancy Cowan : Yes, please.
 Michael Longstreet : I think Zachary should come over here.
 (PP/C/026)

Nancy invited the Longstreets to come to her house at around seven thirty to talk more about the problem of their sons. Penelope asked his husband, Michael, whether it was a good idea or not. In fact, Michael thought that it was not a good plan to come to the Cowans' house because the Cowans' son was the one who hit his son. Therefore, he thought that it should be the Cowans' son who came over to his house. However, in expressing his disagreement, he did not say "*I do not agree.*" He decided to apply the strategy of avoiding disagreement by using hedge words "*Well, if you want my opinion...*" By employing this strategy, he had saved the Cowans' positive face.

Datum PP/C/052 below is also one of the examples of avoiding disagreement strategy.

- (4:17) Michael's mother : This is a bad time?
Michael Longstreet : No. Well, we got some friends over but go ahead.
 (PP/C.052)

This dialogue happened when Michael spoke with his mother via phone while he had some guests at his home. His mother asked him whether it was a bad time to call or not. Michael answered that it was not a bad time. He employed a strategy of positive politeness, namely avoiding disagreement strategy. By answering “*No*”, he had saved his mother’s positive face. He respected her although in fact it was not a good time to call him because he was having a cordial meeting with Alan and Nancy Cowan.

g. Presupposing, raising, asserting common ground

The seventh strategy of positive politeness is presupposing, raising, asserting common ground strategy. Its percentage is 7.46% out of 100%. This means that among the 67 occurrences, it happens 5 times. One research datum that portrays an occurrence of this strategy is as follows.

- (4:18) Michael Longstreet : Carrying a stick.
Penelope Longstreet : Carrying. It's ironic, **we always thought the Brooklyn Bridge Park was safe.**
 (PP/C/001)

The Longstreets and the Cowans were arranging a statement paper that explained the chronology of their kids’ fight. While Penelope was typing the statement paper, she raised a small talk that included the hearers into the discussion. She said that people always think that the Brooklyn Bridge Park was safe. She used the pronoun “*we*” to include the hearers into the discussion. Therefore, the hearers thought that they share the same opinion that Brooklyn Bridge Park was safe.

Another example of this strategy is presented below.

- (4:19) Nancy Cowan : Well we thank you. Really.
Penelope Longstreet : I don't think we have to thank each other. **At least some of us still have a sense of community, right?**
 (PP/C/004)

Alan and Nancy Cowan were ready to go out of the Longstreets' house. Before leaving, Nancy delivered her gratitude toward the Longstreets who had served them well as their guests. In replying to Nancy's statement, Penelope said that they did not need to thank each other. Then, Penelope raised a small talk that included the hearers into the discussion by using the pronoun "we". She said that some of people still had sense of community. She used the strategy of presupposing, raising, asserting common ground.

Datum (PP/C/051) below is also an example of presupposing, raising, asserting common ground strategy.

- (4:20) Michael Longstreet : Well, you've certainly perked up since you tossed your cookies.
 Nancy Cowan : Do you realize how crude that is?
Michael Longstreet : Listen. **We're all decent people. All four of us. How do we get all carried away, losing our tempers?**
 (PP/C/051)

In this conversation, Michael was arguing with Nancy. He said that Nancy had certainly perked up since she vomited. Then, Nancy thought that Michael's statement was very crude. Therefore, Michael tried to make the situation better by using one of positive politeness strategies named presupposing, raising, and asserting common ground strategy. It is indicated by the use of pronoun "we" in Michael's opinion. He said that all four of them,

Michael, Alan, Penelope and Nancy were decent people and they should not lose their tempers. He showed this strategy to save the hearers' positive face.

h. Joking to put the hearer at ease

The phenomenon of joking to put the hearer at ease strategy in *Carnage* movie appears in 3 out of 67 times of occurrences with the percentage 3.95 %. An example of this strategy is presented below.

- (4:21) Penelope Longstreet: She has to have an operation, poor thing.
 Nancy Cowan : Yeah? What for?
 Michael Longstreet : She's gonna get a polyethylene and metallic prosthesis. **And she's all worried about what's gonna be left of it after the cremation.**
 (PP/C/021)

In this example, Penelope said that Michael's mother had to have an operation. When Nancy asked Michael why his mother had to have the operation, Michael answered by telling a joke. He said that she was going to get a polyethylene and metallic prosthesis. The joke was indicated by the sentence "*And she's worried about what will be left of it after her cremation.*" In other word, when she died and were cremated, there would be something left. Michael showed this strategy to put the hearers, Alan and Nancy Cowan, at ease. Therefore, Alan and Nancy's positive face had been satisfied by Michael.

The following conversation is also an example of the strategy of positive politeness.

- (4:22) **Michael Longstreet:** She wants to be cremated and put upstate... next to her mother who's all alone. **Couple of urns jabbering away on the shores of Lake Sebago. Ha ha!**
 (PP/C/022)

Michael's utterances in the previous dialogue shows that after her mother died, she wanted to be cremated and put upstate next to her mother who was always alone. Then, he made a joke about this topic. He said that couple of urns of his mother and his grandmother would jabber away on the shores of Lake Sebago. He showed this strategy to put Alan and Nancy Cowan at ease. He applied the strategy of joking to put the hearer at ease to save the hearers' positive face.

Another example of this strategy experienced by a character in *Carnage* is shown in the datum below.

(4:23) **Penelope Longstreet : My husband has spent the entire afternoon drying things!**

Nancy Cowan : Ha, ha, ha!

(PP/C/022)

Nancy was angry to Michael because he was too busy with his cell. Thus, Nancy grabbed his cell and put it into a vase full of water. Then, Michael tried to help Alan by using a hairdryer to dry his cell. Penelope made a joke about this situation. She told that Michael had spent the entire afternoon drying things, those were Penelope's books and Alan's cell. She told this joke to make the hearers felt good and laughed at her joke. Thus, Penelope had saved the hearers' positive face by employing the strategy of joking to put the hearer at ease.

i. Asserting or presupposing knowledge of and concern for hearer's want

Besides the strategy of giving or asking for reasons, the strategy of asserting or presupposing knowledge of and concerning for hearer's want has

the lowest rank from the data finding compared to the others. This strategy only appears 1 time, or 1.49%. The only one datum of this strategy is presented below.

(4:24) Michael Longstreet : I can't touch anything of that family. Christ, Penny, you know that!

Penelope Longstreet : He's afraid of rodents.

(PP/C/055)

Michael stated that he could not touch any rodents and asked Penny to confirm it. Then, Penny stated that Michael was afraid of rodents. It could be seen as evidence that Penelope knew her husband's personal information. In this case, she applied the strategy of asserting or presupposing knowledge of and concerning for hearer's wants. Michael wanted Penelope to confirm that he was afraid of rodents and Penelope as his wife did a confirmation of this.

j. Offering, promising

The strategy of offering, promising has the same occurrence with the strategies of exaggerating (interest, approval, sympathy with H) and avoiding disagreement. It appears 6 times from the whole speeches and its percentage is 8.95%. The following examples give clear description about the phenomenon of offering, promising strategy.

(4:25) **Alan Cowan** : His mouth will be fine when the swelling goes down. As for the teeth, if he needs it, **we'd be willing to chip in for the best dental care...**

Michael Longstreet: We got insurance for that.

(PP/C/024)

Alan's son hit Michael's son, Ethan, in a park. Alan said that Ethan would never face any problem with his mouth. Furthermore, he said that if Ethan needed a dental care, Alan would try to do his best. This utterance

indicates that Alan gave his promise to Michael. He used the offering, promising strategy of positive politeness. He showed this strategy because his son hit Michael's son. Therefore, as an act of apology of his son's mistake, Alan saved Michael's positive face by cooperating with him.

The following datum will give another explanation of this strategy.

(4:26) **Nancy Cowan** : **I'll buy you another one.**

Penelope Longstreet : There is no other one. It's been out of-print for years.

(PP/C/045)

It is clearly seen from the context of the conversation that Nancy was sick and she vomited on Penelope's art books. All books got dirty and wet. When Penelope and Michael were trying to dry them by using a hairdryer, Nancy promised to buy her new book. However, Penelope answered that the book was been out of-print for years. Here, Nancy used offering, promising strategy of positive politeness. She used this strategy to show cooperation to Penelope as the owner of the house.

(4:27) Michael Longstreet : Want some more coffee, real coffee?

Nancy Cowan : Coffee, thank you.

Alan Cowan : Coffee, all right.

Michael Longstreet: It's OK, Pen. **I'll get it.**

(PP/C/030)

Alan and Nancy were ready to go from that apartment. However, they still argued with Penelope about the problem of their kids. Thus, Michael tried to make the situation better by asking the Cowans to have more coffee. Alan and Nancy Cowan agreed to stay there longer. Nevertheless, Penelope had made no signs of going for the coffee since she already had a bad feeling toward the Cowans. Thus, Michael offered a help to make coffee for the guests.

Michael's utterance "*I'll get it*" indicates that he used the offering, promising strategy.

k. Being optimistic that the hearer wants what the speaker wants

The phenomenon of being optimistic that the hearer wants what the speaker wants strategy is found 2 times from 67 times of occurrences. It indicates that the percentage is 2.98%. The two data are presented below.

(4:28) **Penelope Longstreet** : It's not cold (Penelope gives a coke to Nancy)
Nancy Cowan : You think?

Penelope Longstreet : **Oh yes. Little sips.**

(PP/C/037)

Nancy did not feel good and she felt nauseous. In respond to Nancy's condition, Penelope went to the kitchen and gave a coke to her. Nancy asked Penelope whether a coke really could make the nauseous gone or not. Penelope answered her by saying "*Oh yes. Little sips.*" Her answer indicates that she felt optimistic. She thought that little sips of coke would make Nancy felt better. By saying this, she had saved Nancy's positive face. Penelope used this strategy to show solidarity, closeness, and cooperation to Nancy.

The other example can be seen in datum PP/C/049 as follows.

(4:29) (Michael and Penelope laugh out loud as Alan appears, holding the blow dryer.)

Penelope Longstreet: Like what do we call each other, Michael? I'm sure it's worse!

Alan Cowan : **You wanted the blow dryer?**

(PP/C/049)

When Alan was in the bathroom, Penelope told her to bring the hairdryer. She wanted to dry her wet books with the hairdryer. Therefore, when Alan went back to the living room, he was optimist that Penelope wanted the

blow-dryer. He used the strategy of being optimistic that the hearer wants what the speaker wants to save Penelope's positive face. It was a clue that Alan and Penelope have a good cooperation.

1. Including both S and H in the activity

This strategy has the same percentage with the strategy of being optimistic that the hearer wants what the speaker wants. Based on the findings, the occurrences of this strategy appear 2 times out of the total 67. Therefore, the percentage is 2.98%. The examples and explanations for this phenomenon are presented as follows.

(4:30) Michael Longstreet: What we want is for the boys to patch it up, make sure nothing like this ever happens again.

Nancy Cowan : Let's set up a meeting.

(PP/C/025)

Michael expected that his son and the Cowans' son would be able to solve their problems. Therefore, Nancy suggested to set up a meeting. She used the strategy of including both S and H in the activity to save the hearers' negative face. She involved the hearers into the discussion by using pronoun "us". She wanted to show that the goal was not only for her but also for the hearers.

The researcher exemplifies this strategy by using another datum as follows.

(4:31) Penelope Longstreet: The paper's going to warp.

Michael Longstreet: We could blow-dry it, then flatten it out with some other books on top.

(PP/C/044)

Penelope and Michael were trying to save Penelope's wet books by using hairdryer. However, she thought that the paper was going to warp by the hairdryer. Thus, Michael stated that they could make the book flat by putting some other books on the top of it. He had saved Penelope's positive face by using the strategy of including both S and H in the activity. He included Penelope to the activity by using the word "we".

m. Giving or asking for reasons

Besides the strategy of asserting or presupposing knowledge of and concerning for hearer's wants, the strategy of giving or asking for reasons also has the lowest rank from the data finding compared to the others. This strategy only appears once, or 1.49%. The only one datum of this strategy is presented below.

(4:32) **Nancy Cowan** : She broke my make-up mirror! And my perfume!

Why don't you stand up for me?

Alan Cowan : Let's go.

(PP/C/065)

Penelope grabbed Nancy's handbag and threw it against the door. All the contents of her handbag spilled out. Nancy picked up the items that had fallen from her bag. Then, she asked Alan to stand up for her to show that he supported her. She decided to say "*Why don't you stand up for me?*" instead of saying directly "*You should stand up for me*" to make her request more reasonable for Alan.

n. Giving gifts to H (goods, sympathy, understanding, cooperation)

Finally, the last strategy of positive politeness is giving gifts to H (goods, sympathy, understanding, cooperation) strategy. This strategy is in the second rank of the most-frequent data finding in *Carnage* movie. Its percentage is 14.92% out of 100%. It means that among there are 10 data out of 67 occurrences. A datum that portrays an occurrence of this function is as follows.

(4:33) Michael Longstreet : We always said, Brooklyn Bridge Park, fine. Hillside, no way.

Penelope Longstreet : Only goes to show you. But hey, **thank you for coming.**

(PP/C/002)

Penelope printed the statement paper and gave it to Nancy. Once the paper was in his wife's hand, Alan tried to cut the meeting short, started backing up toward the foyer. They continued talking as all made their way progressively toward the front door. Then, Penelope delivered her gratitude to the Cowans since they had come to the apartment to solve the problem of their sons. She used the strategy of giving gifts to H (goods, sympathy, understanding, cooperation) to save the Cowans' positive faces. In this case, she gave cooperation to them by saying thanks since they had come to her house.

Another example of this strategy is shown in the below datum.

(4:34) Penelope Longstreet: The permanent implants can only be done once you stop growing.

Nancy Cowan : Naturally. **I hope... I hope it all turns out all right.**

(PP/C/006)

The conversation between Penelope and Nancy happened in the living room of the Longstreets' apartment. Penelope told that the permanent implants could not be done yet to her kid. Then, Nancy gave her sympathy about Penelope's son who had been struck by her son. She responded to Penelope's statement by saying "*I hope... I hope it all turns out all right.*" Thus, Nancy had saved Penelope's positive face by using the strategy of giving gifts to H (goods, sympathy, understanding, cooperation)

(4:35) Penelope Longstreet : Shut the hell up.

Michael Longstreet : Take one (cigar), Alan. Relax.

(PP/C/064)

Alan, Nancy, Michael and Penelope were arguing each other. Therefore, Michael wanted to make the situation better by using one of the strategies of positive politeness. He got up and took a box of cigars from one of the cabinets and then he came back and held it out to Alan. He used giving gifts to H (goods, sympathy, understanding, cooperation) strategy to save Alan's positive face. In this case, Michael gave a cigar as a gift to him.

2. Maxim Violation when the Characters are expressing the Positive Politeness Strategies

The findings of the analysis show that all of the conversational maxims are violated, except the maxim of quantity. In fact, violation of relation maxim ranks the highest for the category of the most-often appearing phenomenon. On the other hand, violation of manner maxim ranks the lowest for the same category. The explanations as well as the examples are presented as follows.

a. Violation of quality maxim

The phenomenon of violation of quality maxim in this research gets the second highest rank with the percentage of 23.81%. This means that there are 5 data which represent the phenomenon. One research datum that portrays violating the maxim of quality is as follows.

(4:36) **Nancy Cowan : Those tulips are gorgeous.**

Penelope Longstreet: It's that little florist way up on Henry, you know?
(PP/C/005)

Nancy walked into the living room to retrieve her coat. There was a large bouquet of tulips in a transparent vase. She said that the tulips were gorgeous. However, actually she thought that the flowers were not beautiful. In the end of the movie, she whacked the tulips with her handbag and said "*This is what I think of your stupid flowers, your hideous tulips!*" Therefore, when Nancy said "*Those tulips are gorgeous*", Nancy had violated the maxim of quality by giving wrong information or not being honest about what she thought.

Another example can be seen in the following dialogue.

(4:37) Michael Longstreet : What does he call her?

Penelope Longstreet: Doodle! (Michael and Penelope laugh)

Alan Cowan : Yes, I call her Doodle. (Alan appears)

Penelope Longstreet: Oh, I'm sorry.

Michael Longstreet: We call each other **darjeeling**, like the tea. Ask me, that's a lot more embarrassing!

(PP/C/051)

In this conversation, the character who violated the maxim of quality was Michael. Michael and Penelope made fun of "*Doodle*" name, the name that Alan used to call his wife. However, they did not know that Alan was

behind them and he was listening to their conversation. Then, they were very shocked when suddenly Alan said “*Yes, I call her Doodle.*” In response to this, Michael immediately said that he called his wife as “*Darjeeling*”, like the name of the tea. In fact, he never called his wife as “*Darjeeling.*” He told a lie because he wanted to cover up his mistake to Alan.

The datum below is another example of the phenomenon of violation of quality maxim.

- (4:38) Michael's Mother : This a bad time?
Michael Longstreet : No. Well, we got some friends over but go ahead.
 (PP/C/052)

In this example, Michael was talking to his mother via telephone. She asked to him whether it was a bad time to call him or not. Michael thought that it was not a good time to call him because he had some guests in his house. However, he decided to answer “*no*” and violated the maxim of quality. He violated this maxim by not telling the truth that it was not the right time to call him. He ignored the maxim of quality because he did not want to hurt his mother’s feeling.

b. Violation of relation maxim

In reference to the findings, the occurrence of violation of relation maxim is in the highest position with percentage 57.14% and 12 occurrences. One example that shows an expression of violation of relation maxim is presented as follows.

(4:39) Michael Longstreet : I can't understand why you're wasting yourself,
right out in the open, darjeeling.

Penelope Longstreet: Shut the hell up.

Michael Longstreet: Take one (cigar), Alan. Relax.

(PP/C/067)

Michael, Penelope, Alan and Nancy were arguing each other. Therefore, to make the situation better, Michael as the owner of the house gave a cigar to Alan. Michael violated the maxim of relation by changing the topic of the conversation because all of the people in the living room did not feel comfortable with the topic being discussed. Thus, he made a new topic by giving a cigar to Alan.

The following conversation gives another example of violation of relation maxim.

(4:40) Nancy Cowan : Why do you put me through this, Alan!?

Alan Cowan : Relax, Doodle.

(PP/C/070)

The conversation between Nancy and Alan occurred in the living room of the Longstreets' home. Alan made his wife angry. Thus, he tried to make her relax by calling her as "*Doodle*," the favourite name to call his wife. However, he violated the maxim of relation by giving irrelevant answer to Nancy's question. Previously, Nancy asked him "*Why do you put me through this, Alan?*" He did not give the right answer and only responded to his wife's question by saying "*Relax, Doodle.*" Thus, Alan had violated the maxim of relation by changing the topic of the conversation.

Another example also shows that Alan has violated the maxim of relation as it is shown in datum below.

(4:41) Penelope Longstreet: I'm talking about him. About Zachary.
 Alan Cowan : I got that, yeah.
 Nancy Cowan : Alan.
Michael Longstreet: Want some more coffee? Real coffee?
 (PP/C/037)

In this conversation, Alan and Nancy were ready to go, but Penelope was still arguing about the problem of their kids. She thought that they had not find solution to their problems yet. Thus, Michael as the owner of the house tried to calm the situation by offering coffee to them. In this case, he changed the topic of the conversation because all of the participants of the conversation did not feel comfortable with the topic being discussed. Thus, he violated the maxim of relation.

c. Violation of manner maxim

Finally, violation of manner maxim is on the lowest position since it appears in 4 data out of 21 data. It indicates that the percentage is 19.05%. An example of violation of manner maxim is:

(4:42) Nancy Cowan : You got rid of the hamster?
Michael Longstreet : Yeah. Listen. Made such a racket at night.
 Those things sleep during the day. Ethan was going crazy. He couldn't stand the racket that hamster made. Now, I don't mind telling you, I been wanting to get rid of the thing for the longest time. So I thought, that's it. I took it out and left it in the street.
 (PP/C/009)

Penelope said that her husband, Michael, got rid of their hamster in the previous night. Then, Nancy asked Michael whether it was true or not that he got rid of the hamster. In replying to her question, Michael told a long explanation about how the hamster always disturbed him when he was

sleeping. Michael avoided giving a brief explanation to make his action not be considered as a cruel action to an animal. He was afraid if Nancy would see him as an animal hater. In fact, he was just afraid of rodents. In this case, Michael violated the maxim of manner by not being brief in replying to Nancy's question.

Datum PP/C/014 gives another explanation about the violation of the manner maxim.

- (4:43) Alan Cowan : Is that a good living?
Michael Longstreet : **You know, it's not like we had any banner years or anything.** It was tough starting out. But long as I'm out there every morning, with my catalog and my sample case, it's a living. Although the cast iron roasting pans do pick up around the holidays!
 (PP/C/014)

Alan and Michael were talking about their professions. Michael said that he sold some house and kitchen equipments. In respond to Michael's statement, Alan asked Michael whether his job was a good one or not. Then, Michael did not answer Alan's question by saying yes or not. Michael chose to tell him more about his profession. Therefore, he violated the maxim of manner. He did not give a brief and clear answer as his respond to Alan's question.

Another example can be seen in the below section.

- (4:44) Nancy Cowan : Alan, do something!
 Penelope Longstreet: "Alan, do something!"
Nancy Cowan : She broke my make-up mirror! And my perfume!
Why don't you stand up for me?
 Alan Cowan : Let's go.
 (PP/C/069)

Penelope was angry to Nancy. She grabbed Nancy's handbag and threw it against the door. Therefore, all contents of the bag spilled out. Nancy wanted her husband, Alan, to stand up for her. In order to keep his positive face, she made the activity seemed reasonable to him. She gave him the reason why he should stand up for her. She said that Penelope broke her make-up mirror and perfume. Thus, Alan could see what she expected from him. She employed the strategy of giving or asking for reason.

However, she violated the maxim of manner. The question "*Why don't you stand up for me?*" did not really mean that she asked her husband to explain about his reason why he did not stand up for her. In fact, it was a suggestion for her husband to help her out.

CHAPTER V

CONCLUSIONS AND SUGGESTIONS

This chapter is the last chapter of this research. After the researcher explored the discussions of the research findings which focus on the explanations of positive politeness strategies and maxim violating used in *Carnage* movie, then some conclusions and suggestions for some parties are made below.

A. Conclusions

Based on the research findings and discussions, the result of this research shows two important points as follows.

1. Related to the application of positive politeness strategies in *Carnage* movie, the findings show that all the positive politeness strategies can be found in the characters' utterances, except the strategy of asserting reciprocal exchange or tit for tat. The researcher found out that there are 67 data on the dialogue of the movie which contain positive politeness strategies. In this research, the percentage of noticing, attending to H (her/his interests, wants, needs, goods, etc.) strategy is 16.42%. It means that it happens 11 times and is noted as the highest rank. Meanwhile, the strategies of asserting or presupposing knowledge of and concerning for hearer's wants; and giving or asking for reasons are in the lowest rank. Both of them only occur once and have the smallest percentage that is 1.49%.

2. Related to the discussion of the violation of cooperative principle in expressing positive politeness strategies, this research applies 3 types of maxim violating out of 4 types. They are violating the maxim of quality, violating the maxim of relation and violating the maxim of manner. Based on the data, violating the maxim of relation is on the first position because the characters mainly respond in a way which is considered irrelevant in answering some questions. Besides, it also happens because they change the topic of the conversation. The second position is violating the maxim of quality. In this case, the characters violate the maxim of quality because they tend to give untrue information and try to tell a lie. Meanwhile, violating the maxim of manner reaches the lowest rank because the characters mainly respond in a way which is considered as ambiguous answers in answering some questions. In fact, in many cases they are not being brief in giving information when the conversation takes place.

B. Suggestions

In reference to the above findings, there are three suggestions that are considered by the researcher after conducting this research. The suggestions are as follows.

1. The readers

The readers can use this research as a reference to add their knowledge in using language to communicate with others. To conduct a harmonious communication, they should choose correct strategies that can be accepted

by the interlocutors. Moreover, the use of correct strategies can maintain a good relationship between both interlocutors. It shows that the politeness strategies have an important role in communication. The strategies of politeness which are discussed in this thesis are positive politeness strategies. Hence, the readers can learn about how to save the hearer's positive face, that is the need to be accepted and liked by others.

2. The Linguistics students

As an English student majoring in linguistics, it is important to consider the language use, especially English language in practice. It is influenced by the context around it. By reading this research, it is expected that the students will learn more about the study of language under pragmatic approach. The students are supposed to learn pragmatics seriously. It is very important because pragmatics is a study which learns about the meaning behind a sentence.

3. The other researchers

The weakness of this research is the lack of data which are used to analyze the problems of research since the researcher took the data only from a movie. Hence, the results of the analysis are also limited. It is recommended for the other researchers, especially for those who are interested in analyzing the same topic to collect more data.

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APPENDICES

APPENDIX 1. DATA OF POSITIVE POLITENESS STRATEGIES AS REFLECTED BY THE CHARACTERS IN CARNAGE MOVIE

Note:

Coding

PP/C/001 : Positive Politeness/*Carnage*/datum number

Maxim Violation

QN : violation of quantity maxim

QL : violation of quality maxim

R : violation of relation maxim

M : violation of manner maxim

Positive Politeness Strategies

1 : Noticing, attending to H (her/his interests, wants, needs, goods, etc.)

2 : Exaggerating (interest, approval, sympathy with H)

3 : Intensifying interest to the hearer in the speaker's contribution

4 : Using in-group identity markers in speech

5 : Seeking agreement in safe topics

6 : Avoiding disagreement

7 : Presupposing, raising, asserting common ground

8 : Joking to put the hearer at ease

9 : Asserting or presupposing knowledge of and concerning for hearer's wants

10 : Offering, promising

11 : Being optimistic that the hearer wants what the speaker's wants

12 : Including both S and H in the activity

13 : Giving or asking for reasons

14 : Asserting reciprocal exchange or tit for tat

15 : Giving gifts to H (goods, sympathy, understanding, cooperation)

CODE	DIALOG	POSITIVE POLITENESS STRATEGIES															MAXIM VIOLATION				EXPLANATION
		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	QN	QL	R	M	
PP/C/001	ALAN COWAN: Carrying, yeah. MICHAEL LONGSTREET: Carrying a stick.																				The Longstreets and the Cowans were arranging a statement paper that explained the chronology of their kids' fight. While Penelope was typing the statement paper, she made a small talk

CODE	DIALOG	POSITIVE POLITENESS STRATEGIES															MAXIM VIOLATION				EXPLANATION
		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	QN	QL	R	M	
	<p>[PENELOPE enters the correction on the laptop. She prints the single page and hands it to NANCY COWAN.]</p> <p>PENELOPE LONGSTREET: Carrying. It's ironic, we always thought the Brooklyn Bridge Park was safe.</p>							✓													<p>about the safety of Brooklyn Bridge Park, the place where the fighting happened. She included the hearers into the discussion by using the word “we”. This sentence emphasizes that they shared similar opinion: they always thought the Brooklyn Bridge Park was safe. Therefore, Penelope had satisfied the hearers’ positive face by using Presupposing, raising, asserting common ground strategy.</p> <p>In this conversation, it is clear that Penelope did not violate the maxim of cooperative principle.</p>
PP/C/002	<p>MICHAEL LONGSTREET: We always said, Brooklyn Bridge Park, fine. Hillside, no way.</p> <p>PENELOPE</p>																				<p>Penelope printed the statement paper and gave it to Nancy. Once the paper was in his wife’s hand, Alan tried to cut the meeting short, started backing up toward the foyer. They continued talking as all made their way</p>

CODE	DIALOG	POSITIVE POLITENESS STRATEGIES															MAXIM VIOLATION				EXPLANATION
		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	QN	QL	R	M	
	LONGSTREET: Only goes to show you. But hey, thank you for coming.															✓					<p>progressively toward the front door. Then, Penelope showed her gratitude to the guests since they had come to her apartment. She had satisfied the guests' positive face by using giving gifts to H strategy. She gave cooperation to the guests by saying thanks since they had come to her house.</p> <p>Penelope did not violate the conversational maxims.</p>
PP/C/003	PENELOPE LONGSTREET: It's so much better than getting caught up in that adversarial mindset. NANCY COWAN: Well we thank you. Really.															✓					<p>Nancy and Alan were ready to go after Penelope gave the statement paper to them. Before they went out of the Longstreets' home, Nancy showed her gratitude to the Longstreets since they had welcomed the Cowans well as their guests. She applied giving gifts to H strategy. She gave cooperation to the Longstreets by saying her gratitude</p>

CODE	DIALOG	POSITIVE POLITENESS STRATEGIES															MAXIM VIOLATION				EXPLANATION
		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	QN	QL	R	M	
																					<p>toward them. Thus, Penelope can show her solidarity and closeness to the Longstreets.</p> <p>In this case, Penelope did not violate the maxim of cooperative principle.</p>
PP/C/004	<p>NANCY COWAN: Well we thank you. Really.</p> <p>PENELOPE LONGSTREET: I don't think we have to thank each other. At least some of us still have a sense of community, right?</p>							✓													<p>Alan and Nancy Cowan were ready to go out of the Longstreets' home. Before leaving, Nancy delivered her gratitude toward the Longstreets who had served them well as their guests. In replying to Nancy's statement, Penelope said that they did not need to thank each other. Then, Penelope raised a small talk that included the hearers into the discussion by using the pronoun "we". She said that some of people still had sense of community. She used the strategy of presupposing, raising, asserting common ground.</p>

CODE	DIALOG	POSITIVE POLITENESS STRATEGIES															MAXIM VIOLATION				EXPLANATION
		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	QN	QL	R	M	
																					There is no violation of conversational maxim in this sentence.
PP/C/005	(Nancy walks into the living room to retrieve her coat.) NANCY COWAN: Those tulips are gorgeous. PENELOPE LONGSTREET: It's that little florist way up on Henry, you know?	✓																✓			<p>Nancy walked into the living room to take back her coat. She looked at a large bouquet of tulips in a transparent vase and said that the tulips were gorgeous. She did this to make the Longstreets feel respected as the owner of the house. She applied the strategy of noticing, attending to H. (her/his interests, wants, needs, goods).</p> <p>However, it is clear that in this conversation, Nancy violated the maxim of quality because she thought that the tulips were not good. In the end of the movie, she whacked the tulips with her handbag and said “<i>This is what I think of your stupid flowers, your hideous tulips!</i>”</p>

CODE	DIALOG	POSITIVE POLITENESS STRATEGIES															MAXIM VIOLATION				EXPLANATION
		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	QN	QL	R	M	
PP/C/006	PENELOPE LONGSTREET: The permanent implants can only be done once you stop growing. NANCY COWAN: Naturally. I hope... I hope it all turns out all right.															✓					The conversation between Penelope and Nancy happened in the living room of the Longstreets' apartment. Penelope told that the permanent implants could not be done yet to her kid. Then, Nancy gave her sympathy about Penelope's son who had been struck by her son. She responded to Penelope's statement by saying " <i>I hope... I hope it all turns out all right.</i> " Thus, Nancy had saved Penelope's positive face by using the strategy of giving gifts to H (goods, sympathy, understanding, cooperation) Based on the dialogue, there was no maxim violation in her statement.
PP/C/007	[A slightly uncomfortable beat.] PENELOPE LONGSTREET:																				Penelope told to Nancy about the bad condition of her son after the fight. Then, Nancy gave her sympathy to Penelope. It shows that Nancy

CODE	DIALOG	POSITIVE POLITENESS STRATEGIES															MAXIM VIOLATION				EXPLANATION
		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	QN	QL	R	M	
	I mean it was incredible to see this child with no face left, no teeth. And he just wouldn't talk. NANCY COWAN: I can just imagine.															✓					cooperated with Penelope. Thus, Nancy had saved Penelope's positive face by using the strategy of giving gifts to H (goods, sympathy, understanding, cooperation). In this case, she did not violate the maxim of cooperative principle.
PP/C/008	MICHAEL LONGSTREET: He didn't want to tell on the kid. Like his friends would say he was a snitch. I mean let's be honest, Penelope, it wasn't only a sense of honor. PENELOPE LONGSTREET: You could say that. But a sense of honor						✓											✓			Michael said that Ethan did not want to tell on the kid because he was afraid if his friends would say he was a snitch. Then, Michael said that it was not only a sense of honor. However, Penelope did not agree with Michael's statement. She used the strategy of avoiding disagreement. She avoided disagreement expression by using hedging words "You could say that. But..." Penelope violated the maxim of

CODE	DIALOG	POSITIVE POLITENESS STRATEGIES															MAXIM VIOLATION				EXPLANATION
		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	QN	QL	R	M	
	requires a social context.																				quality by not being honest that she did not agree with him. She preferred to violate the maxim of quality by using hedges words “ <i>You could say that. But...</i> ” than saying directly “ <i>I do not agree with you.</i> ”
PP/C/009	NANCY COWAN: You got rid of the hamster? MICHAEL LONGSTREET: Yeah. Listen. Made such a racket at night. Those things sleep during the day. Ethan was going crazy. He couldn’t stand the racket that hamster made. Now, I don’t mind telling you, I been wanting to get			✓																✓	Penelope said that her husband, Michael, got rid of their hamster in the previous night. Then, Nancy asked Michael whether it was true or not that he got rid of the hamster. In replying to her question, Michael told a long explanation about how the hamster always disturbed him when he was sleeping. He intensified the hearers’ interest by telling a story about their hamster. He hated the hamster because it always made a racket when people were sleeping at night. His son, Ethan also hated the hamster. Therefore, Michael got rid of the hamster.

CODE	DIALOG	POSITIVE POLITENESS STRATEGIES															MAXIM VIOLATION				EXPLANATION
		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	QN	QL	R	M	
	rid of the thing for the longest time. So I thought, that's it. I took it out and left it in the street.																				Michael violated the maxim of manner by not being brief in answering Nancy's question. Nancy asked whether it was true or not that he got rid of the hamster. Then, he replied by telling her about his feeling that he felt very disturbed by the hamster. He gave a long explanation probably because he did not want to be considered as an animal hater by Nancy.
PP/C/010	ALAN COWAN: He knows what he did. He didn't realize how serious it was. He's eleven years old. PENELOPE LONGSTREET Eleven is not a baby. MICHAEL LONGSTREET:																				Penelope was arguing with Alan when he and Nancy were ready to go. Michael thought that he should make the situation calm down. Thus, he gave some coffee and tea to them. In this case, he applied the strategy of giving gifts to H (goods, sympathy, understanding, cooperation) to save the hearers' positive face.

CODE	DIALOG	POSITIVE POLITENESS STRATEGIES															MAXIM VIOLATION				EXPLANATION
		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	QN	QL	R	M	
	It's not an adult either. We didn't ask you, you want some coffee or tea?															✓			✓		Michael violated the maxim of relation because of the topic changing. He did this because they were all not comfortable with the topic being discussed. Thus, Michael decided to violate the maxim of manner by stating a new topic
PP/C/ 011	PENELOPE LONGSTREET: Eleven is not a baby. MICHAEL LONGSTREET: It's not an adult either. We didn't ask you, you want some coffee or tea? Is there any cobbler left, Penny?				✓																Penelope was arguing with Alan. Therefore, Michael tried to make the situation better by offering some coffee or tea to the guests. The, he also asked to his wife if there is any cobbler left for the guests. Michael employed positive politeness by using in-group identity markers strategy. The identity marker was “ <i>Penny</i> ” as a familiar nickname of his wife. He used this identity marker to show an intimacy. Therefore, Penelope’s positive face was saved because she had been respected by the speaker

CODE	DIALOG	POSITIVE POLITENESS STRATEGIES															MAXIM VIOLATION				EXPLANATION
		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	QN	QL	R	M	
																					It is clear that he did not violate the maxim of cooperative principle in this conversation.
PP/C/ 012	NANCY COWAN: A glass of water. MICHAEL LONGSTREET: Espresso for me too, babe.				✓																<p>Nancy said to Penelope that she wanted to have a glass of water. Michael also said to Penelope that he wanted espresso. Michael employed positive politeness by using in-group identity markers strategy. The identity marker was “<i>babe</i>” as a favourite name for his wife. He used this identity marker to show an intimacy. Therefore, Penelope’s positive face was saved because she had been respected by his husband.</p> <p>He did not violate the maxim of cooperative principle.</p>
PP/C/ 013	[MICHAEL comes back with the tray.] MICHAEL																				Michael came back from the kitchen with the cobbler on his hand. While he was serving it to the guests, he stated

CODE	DIALOG	POSITIVE POLITENESS STRATEGIES															MAXIM VIOLATION				EXPLANATION
		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	QN	QL	R	M	
	<p>LONGSTREET: A good cobbler isn't easy to make.</p> <p>NANCY COWAN: True.</p>					✓															<p>that it was not easy to make a good cobbler. Then, Nancy sought an agreement from his statement by answering "<i>True.</i>" She did this to appreciate him who had served the cobbler to her as a guest.</p> <p>There was no maxim violation in Nancy's statement.</p>
PP/C/ 014	<p>ALAN COWAN: Is that a good living?</p> <p>MICHAEL LONGSTREET: You know, it's not like we had any banner years or anything. It was tough starting out. But as long as I'm out there every morning, with my catalog and</p>			✓																✓	<p>Michael set the tray on the coffee table. During the following dialog, he carved out portions on the plates and handed them to his guests. He pulled Alan's interest to his contribution by telling his occupation. He applied the strategy of intensifying interest to the hearer in the speaker's contribution to save the hearers' positive face.</p> <p>He violated the maxim of manner by avoiding give a brief statement. Alan</p>

CODE	DIALOG	POSITIVE POLITENESS STRATEGIES															MAXIM VIOLATION				EXPLANATION
		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	QN	QL	R	M	
	my sample case, it's a living. Although the cast iron roasting pans do pick up around the holidays!																				asked Michael whether his job was a good one or not. Then, Michael did not answer Alan's question by saying yes or no. Michael chose to tell him more about his profession. Therefore, he violated the maxim of manner.
PP/C/015	PENELOPE LONGSTREET: You have to cut the pear thicker than the apple, because the pear cooks faster. NANCY COWAN: Oh, right.					✓															Penelope returned with the coffee. Then, she told to the guests about a trick in making a good cobbler cake. She said that the pear should be cut thicker than the apple. Then, Nancy sought an agreement from Penelope's statement by saying " <i>Oh, right</i> ". She employs the strategy of seeking agreement in safe topic. There was no violation of conversational maxim.
PP/C/016	PENELOPE LONGSTREET Let them taste it.																				As the owner of the house, Penelope and Michael served cobbler to the guests. After Alan had tasted the

CODE	DIALOG	POSITIVE POLITENESS STRATEGIES															MAXIM VIOLATION				EXPLANATION
		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	QN	QL	R	M	
	ALAN COWAN: Very good. Very good. (Alan is eating the cobbler)	✓																			cobbler, he said “ <i>Very good. Very good.</i> ” This statement indicates that he used this strategy in the form of compliment. He did this to appreciate Penelope and Michael who had made the cobbler and served to the guests. Thus, Alan had saved Penelope and Michael’s positive face. By using this strategy, he did not violate the maxim of cooperative principle.
PP/C/ 017	ALAN COWAN: Very good. Very good. NANCY COWAN: Delicious. (Nancy is eating the cobbler)	✓																			Alan and Nancy were eating the cobbler cake made by Penelope. Michael said that the taste was very good. Nancy also stated that the taste was delicious. Nancy used the strategy of noticing, attending to H (her/his interests, wants, needs, goods, etc.) She said that her cobbler tasted very good. She did this to appreciate her

CODE	DIALOG	POSITIVE POLITENESS STRATEGIES															MAXIM VIOLATION				EXPLANATION
		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	QN	QL	R	M	
																					<p>who had made the cobbler.</p> <p>There was no maxim violation in Nancy's statement.</p>
PP/C/018	PENELOPE LONGSTREET: Gingerbread crumbs! NANCY COWAN: Oh, my God.		✓																		<p>Penelope revealed the real secret of her handmade cobbler. She said that the secret recipe of her cobbler was gingerbread crumbs. Nancy responded it in exaggerated way by saying "<i>Oh, my God.</i>" She said this to show her appreciation to Penelope.</p> <p>It is clear that Nancy did not violate the maxim of cooperative principles.</p>
PP/C/019	PENELOPE LONGSTREET: To be honest, I got the idea from his mother. ALAN COWAN: Gingerbread. Fantastic.		✓																		<p>Penelope said that she got the idea to add gingerbread crumbs from Michael's mother. Alan told that this idea was fantastic. He said this to show his appreciation to her.</p> <p>Alan did not violate the maxim of</p>

CODE	DIALOG	POSITIVE POLITENESS STRATEGIES															MAXIM VIOLATION				EXPLANATION
		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	QN	QL	R	M	
																					cooperative principle in this conversation.
PP/C/020	<p>ALAN COWAN: I've been so busy, I hardly had time for lunch.</p> <p>MICHAEL LONGSTREET: Help yourself. Help yourself. Here (giving more cobbler)</p>															✓					<p>Alan and his assistant had a laugh. He stuffed himself with cobbler, laughing and talking with his mouth full, unabashed. Michael gave more cobbles to Alan since he said that he hardly had time for lunch. By applying giving gifts to H (goods, sympathy, understanding, cooperation) strategy, Michael can show his friendliness to the guests.</p> <p>He did not violate the maxim of cooperative principle.</p>
PP/C/021	<p>MICHAEL LONGSTREET: She's gonna get a polyethylene and metallic prosthesis. And she's all worried</p>								✓												<p>Michael made a joke about his mother who's going to get a metallic prosthesis. He said that she's worried about what will be left of it after her cremation.</p>

CODE	DIALOG	POSITIVE POLITENESS STRATEGIES															MAXIM VIOLATION				EXPLANATION
		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	QN	QL	R	M	
	about what's gonna be left of it after the cremation.																				In this conversation, Michael did not violate the maxim of cooperative principle.
PP/C/022	PENELOPE LONGSTREET: Michael, that's mean. MICHAEL LONGSTREET: She wants to be cremated and put upstate... next to her mother who's all alone. Couple of urns jabbering away on the shores of Lake Sebago. (Everyone laughs politely.)								✓												Michael made a joke about his mother who wanted to be cremated and put upstate next to her mother who's all alone. He used the strategy of joking to put the hearer at ease. He stated that the urns of his mother and his grandmother jabbered away on the shores. He did this to make the hearers laugh. There was no maxim violation in Michael's statement.
PP/C/023	ALAN COWAN: She's right. I'm not so sure.																				Michael, Penelope, Alan and Nancy rose. Very discreetly, Alan edged toward the exit. Then, Michael made a

CODE	DIALOG	POSITIVE POLITENESS STRATEGIES															MAXIM VIOLATION				EXPLANATION
		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	QN	QL	R	M	
	MICHAEL LONGSTREET: You would. Because we all know it could have happened the other way around.							✓													<p>small talk that involved the hearers into the discussion. Michael applied the strategy of presupposing, raising, asserting common ground by including the hearers into the discussion. It was shown by the use of pronoun “we”.</p> <p>It is clear that Michael did not violate the maxim of cooperative principles.</p>
PP/C/ 024	MICHAEL LONGSTREET: Momentarily disfigured. ALAN COWAN: His mouth will be fine when the swelling goes down. As for the teeth, if he needs it, we'd be willing to chip in for the best																				<p>Alan’s son hit Michael’s son. Thus, Alan promised Michael that if Michael’s son needed to go to the dentist, he would be willing to chip in for the best dental care. Alan employs the strategy of offering, promising to make Michael relieved.</p> <p>In this case, Michael did not violate the maxim of cooperative principles.</p>

CODE	DIALOG	POSITIVE POLITENESS STRATEGIES															MAXIM VIOLATION				EXPLANATION
		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	QN	QL	R	M	
	dental care...																				
PP/C/ 025	MICHAEL LONGSTREET: What we want is for the boys to patch it up, make sure nothing like this ever happens again. NANCY COWAN: Let's set up a meeting.												✓								Michael and Penelope wished that the fight of their kids will not happen again. Then, Nancy wanted to set up a meeting and get the Longstreets to agree to do this. She used the strategy of offering, promising to save the Longstreets' positive face by involving the hearers into the activity There was no maxim violation in Nancy's statement.
PP/C/ 026	NANCY COWAN: Could you come over to our place at about seven-thirty, with Ethan? MICHAEL LONGSTREET: Well, if you want my opinion.... I think						✓											✓			Everyone was in the foyer. Penelope handed Nancy her coat and she put it on. Alan had opened the door and was already at the doorstep. Then, Nancy asked Michael and Penelope whether they can come to her place or not. Michael was avoiding a disagreement statement with Nancy by using hedge words "Well, if you want my

CODE	DIALOG	POSITIVE POLITENESS STRATEGIES															MAXIM VIOLATION				EXPLANATION
		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	QN	QL	R	M	
	Zachary should come over here.																				<p><i>opinion....</i> .” He did this to safe her positive face.</p> <p>He violated the maxim of quality by not saying directly that he did not agree with Nancy’s statement. He used hedge words “<i>Well, if you want my opinion...</i>” than by saying “<i>I do not agree with you.</i>”</p>
PP/C/ 27	ALAN COWAN: At the Pentagon. NANCY COWAN: Look, the main thing is to get the kids to talk. I'll come over to your place with Zachary at seven-thirty and we'll let them talk it through.										✓										<p>Nancy was on the landing as well. Penelope and Michael quickly ambled down the hall toward the elevator. Then, Nancy promised to Michael and Alan that she did not mind to come over to their place to let Zachary talked to Ethan. She applied the strategy of offering, promising to safe the Longtsreets’ positive face.</p> <p>Nancy did not violate the maxim of cooperative principle.</p>

CODE	DIALOG	POSITIVE POLITENESS STRATEGIES															MAXIM VIOLATION				EXPLANATION
		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	QN	QL	R	M	
PP/C/ 028	PENELOPE LONGSTREET: I'm talking about him. About Zachary. ALAN COWAN: I got that, yeah. NANCY COWAN: Alan. MICHAEL LONGSTREET: Want some more coffee? Real coffee?															✓			✓		Nancy gave her husband a long look. In the secret language of couples, the single name pronounced and the reproving look get the best of Alan. Everyone walked away from the elevator. They were silent and the situation was awkward. Thus, as the owner of the house, Michael served more coffee to the guests. He did this to calm down the situation. Everyone was not comfortable with the situation or the topic being discussed. Thus, Michael chose to make a new topic and violate the maxim of relation.
PP/C/ 029	ALAN COWAN: Coffee, all right. (PENELOPE has made no signs of going for the coffee.)				✓																Michael asked to the guests whether they want some more coffee or not. However, Penelope had made no signs of going for the coffee. Thus, he said "It's OK, Pen."

CODE	DIALOG	POSITIVE POLITENESS STRATEGIES															MAXIM VIOLATION				EXPLANATION
		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	QN	QL	R	M	
	MICHAEL LONGSTREET: It's OK, Pen. I'll get it.																				Michael employed positive politeness by using in-group identity markers strategy. The identity marker was " <i>Pen</i> " as a familiar nickname of his wife. He used this identity marker to show intimacy to his wife. Therefore, Penelope's positive face was saved because she had been respected by her husband. He did not violate the maxim of cooperative principles.
PP/C/ 030	ALAN COWAN: Coffee, all right. MICHAEL LONGSTREET: It's OK, Pen. I'll get it.										✓										Penelope had made no signs of going for the coffee since she had a bad feeling toward the Cowans. Thus, Michael offered a help to make coffee for the guests. There was no maxim violation in Michael's statement.
PP/C/	(Awkward silence.)																				Penelope, Nancy and Alan were

CODE	DIALOG	POSITIVE POLITENESS STRATEGIES															MAXIM VIOLATION				EXPLANATION
		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	QN	QL	R	M	
031	<p>NANCY COWAN: I see you're an art enthusiast. I love Bacon, too. PENELOPE LONGSTREET: Oh yes, Bacon.</p>	✓																			<p>standing in the living room. They all were very uncomfortable with the situation there. It was because they could not solve the problem of their sons yet. Therefore, Nancy tried to break the awkward silence. She leant over and delicately picked up a book featuring the painter, Bacon. She noticed that Penelope was an art enthusiast. By saying “<i>I see you’re an art enthusiast</i>”, Nancy had saved Penelope’s positive face. Nancy applied the strategy of noticing, attending to H (her/his interests, wants, needs, goods etc.) In this case, Nancy noticed to Penelope’s interest that was art.</p> <p>She did not violate the maxim of cooperative principles.</p>
PP/C/	PENELOPE																				Penelope said that cobbler was a cake

CODE	DIALOG	POSITIVE POLITENESS STRATEGIES															MAXIM VIOLATION				EXPLANATION
		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	QN	QL	R	M	
032	<p>LONGSTREET: Cobbler's a cake. No crust on the bottom. It can't be a pie.</p> <p>ALAN COWAN: You're a gourmet chef.</p>		✓																		<p>since there was no crust on the bottom. Alan showed his exaggerated expression in praising Penelope's skill in cooking. He said that she was a "gourmet chef" to make her feel appreciated.</p> <p>Based on the conversation, it is clear that he did not violate the maxim of cooperative principles.</p>
PP/C/ 033	<p>MICHAEL LONGSTREET: What kind of lesson are you trying to teach me?</p> <p>NANCY COWAN: My husband is all stressed out over work stuff. I'll come back here tonight with Zachary and we'll let</p>										✓										<p>Nancy promised to the Longstreets that she would take her son to the Longstreets' house. Thus, the kids could talk and solve the problem well. She showed her cooperation to the Longstreets. It is clear that she applied the strategy of offering, promising.</p> <p>There was no maxim violation in Nancy's statement.</p>

CODE	DIALOG	POSITIVE POLITENESS STRATEGIES															MAXIM VIOLATION				EXPLANATION
		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	QN	QL	R	M	
	them work it out naturally.																				
PP/C/034	NANCY COWAN: I'm nauseous. PENELOPE LONGSTREET: Nauseous? I have some Reglan. NANCY COWAN: No. I'll be fine.	✓																			<p>Nancy was feeling nauseous. Therefore, Penelope thought that she needed to take reglan. It shows that Penelope was demonstrating closeness with her. Penelope used the strategy of noticing, attending to H (her/his interests, wants, needs, goods, etc.)</p> <p>In this case, Penelope did not violate the maxim of cooperative principles.</p>
PP/C/035	NANCY COWAN: No. I'll be fine. PENELOPE LONGSTREET: What could we..? A Coke. What you need is a Coke.	✓																			<p>Penelope knew that Nancy was feeling nauseous so she wanted to give her Reglan. However, Nancy did not want to take Reglan so Penelope thought that what Nancy need was a coke. She did this to make Nancy felt better.</p> <p>There was no maxim violation in Penelope's statement.</p>

CODE	DIALOG	POSITIVE POLITENESS STRATEGIES															MAXIM VIOLATION				EXPLANATION
		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	QN	QL	R	M	
PP/C/ 036	PENELOPE LONGSTREET: It's not cold (Penelope gives a coke to Nancy) NANCY COWAN: You think? PENELOPE LONGSTREET: Oh yes. Little sips.											✓									Penelope gave a coke to Nancy since she felt nauseous. The, Nancy asked Penelope whether she was sure or not that the coke will make her better. Penelope answered " <i>Oh yes. Little sips.</i> " Penelope applied the strategy of being optimistic that the hearer wants what the speaker's wants. She was optimist that little sips of coke will make Nancy get better. She did not violate the maxim of cooperative principles.
PP/C/ 037	NANCY COWAN: I'm going to throw up. ALAN COWAN: No, you're not. NANCY COWAN: I am. MICHAEL LONGSTREET:																				Nancy said that she was going to throw up. However, Alan did not let her to do that because at that time, they were at the Longstreets' home as guests. Michael was aware of Nancy's condition and need. Thus, he asked her whether she needed to go to the bathroom or not.

CODE	DIALOG	POSITIVE POLITENESS STRATEGIES															MAXIM VIOLATION				EXPLANATION
		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	QN	QL	R	M	
	You want to use the bathroom?	✓																			There was no maxim violation in Michael's statement.
PP/C/ 038	NANCY COWAN: I'm dizzy. ALAN COWAN: Stare at a point in space. Stare at a point in space, Doodle.	✓																	✓		<p>Alan was aware of his wife's condition. Since she felt dizzy, Alan asked her to stare at a point in space to diminish her headache. Michael was showing his intimacy with his wife.</p> <p>Michael violated the maxim of relation by giving irrelevant answer to respond to Nancy's statement. He did this because he thought that staring at a point would make her better.</p>
PP/C/ 039	NANCY COWAN: I'm dizzy. ALAN COWAN: Stare at a point in space. Stare at a point in space, Doodle.				✓																<p>Nancy felt dizzy. Thus, Alan asked her to stare at a point in space. Michael employed positive politeness by using in-group identity markers strategy. The identity marker was "<i>Penny</i>" as a familiar nickname of his wife. He used this identity marker to show intimacy. Therefore, Penelope's positive face</p>

CODE	DIALOG	POSITIVE POLITENESS STRATEGIES															MAXIM VIOLATION				EXPLANATION
		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	QN	QL	R	M	
																					<p>was saved because she had been respected by the speaker.</p> <p>He did not violate the maxim of cooperative principles.</p>
PP/C/040	PENELOPE LONGSTREET: She should really go to the bathroom, though. ALAN COWAN: Go to the bathroom if you have to throw up.	✓																			<p>Since Nancy looked like going to vomit, Alan asked her to go to the bathroom. He did this to show his care to his wife. Alan applied the strategy of noticing, attending to H (her/his interests, wants, needs, goods, etc.).</p> <p>He did not violate the maxim of cooperative principles.</p>
PP/C/041	PENELOPE LONGSTREET: It couldn't be the cobbler. That much I know. MICHAEL LONGSTREET:																				<p>Penelope stated that the cobbler could not make Nancy vomit. Michael also said that she vomited because of nerves. Then, Penelope noticed that Alan needed to clean up in the bathroom. She applied the strategy of noticing, attending to H (her/his</p>

CODE	DIALOG	POSITIVE POLITENESS STRATEGIES															MAXIM VIOLATION				EXPLANATION
		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	QN	QL	R	M	
	It's not the cobbler, it's nerves. This is just nerves. PENELOPE LONGSTREET (to Alan): You want to clean up in the bathroom?	✓																	✓		interests, wants, needs, goods, etc.) She violated the maxim of relation by changing the topic. Michael and Penelope were talking about the reason why Nancy vomited. Then she changed the topic by noticing to Alan's need.
PP/C/042	ALAN COWAN: Where's the bathroom? PENELOPE LONGSTREET: I'll show you the way.										✓										Alan asked Penelope where the bathroom was. Then, Penelope offered to show the way to the bathroom. She wanted to show her friendliness to the guest. She did not violate the maxim of cooperative principles.
PP/C/043	PENELOPE LONGSTREET: The paper's going to warp. MICHAEL																				Penelope said that the paper of the wet book was going to warp. Then, Michael told that they could blow-dry it and flatten it up with some other books on top. Michael included his

CODE	DIALOG	POSITIVE POLITENESS STRATEGIES															MAXIM VIOLATION				EXPLANATION
		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	QN	QL	R	M	
	LONGSTREET: We could blow-dry it, then flatten it out with some other books on top.												✓								wife in the activity. He wanted to blow dry and flatten the books with some other books on top. He wanted his wife to agree to do this. There was no maxim violation in Michael's statement.
PP/C/044	PENELOPE LONGSTREET: Oh God. NANCY COWAN: I'll buy you another one. PENELOPE LONGSTREET: There is no other one. It's been out of-print for years.										✓										Penelope was shocked because all of her books got wet. Then, Nancy promised to Penelope that she would buy her a new book that was wet because of her. Nancy applied the strategy of offering, promising to make Penelope feel good. She did not violate the conversational maxim.
PP/C/045	PENELOPE LONGSTREET: I can't believe she																				Penelope still could not believe that Nancy vomited all over Penelope's books. Then, she was presupposing

CODE	DIALOG	POSITIVE POLITENESS STRATEGIES															MAXIM VIOLATION				EXPLANATION
		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	QN	QL	R	M	
	barfed all over my books! When you know you're going to toss your cookies, you take precautions.							✓													<p>common ground by including her husband, Michael, into her opinion. She told him that Nancy should take precaution when she knew that she was going to vomit. It indicates that Penelope cooperated with her husband.</p> <p>She did not violate the maxim of cooperative principles.</p>
PP/C/046	MICHAEL LONGSTREET: I was right on the edge with that toilet flushing shit. PENELOPE LONGSTREET: You were incredible.		✓																		<p>Michael said that he was right on the edge with the toilet flushing system. In replying his husband statement, Penelope showed her exaggerated expression by saying “<i>You were incredible.</i>” The word incredible shows that she makes her statement more important that its really is.</p> <p>She did not violate the maxim of cooperative principles.</p>

CODE	DIALOG	POSITIVE POLITENESS STRATEGIES															MAXIM VIOLATION				EXPLANATION
		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	QN	QL	R	M	
PP/C/ 047	MICHAEL LONGSTREET: I held my own, right? PENELOPE LONGSTREET: Incredible. Jamaica, Queens was genius.		✓																		Michael was proud that he could hold his own problem. Then, Penelope was exaggerating in praising his husband. The exaggeration was showed by the words “ <i>incredible</i> ” and “ <i>genius</i> ”. There was no maxim violation in Penelope’s statement.
PP/C/ 048	PENELOPE LONGSTREET: Oh, I'm sorry. We didn't mean anything. It's just so easy to make fun of other people's pet names. Like what do we call each other, Michael? I'm sure it's worse! ALAN COWAN: You wanted the blow dryer?											✓							✓		Alan caught Penelope and Michael who were making fun of “ <i>Doodle</i> ” name, a favourite name for Alan’s wife. However, Alan knew that Penelope needed the blow-dryer to dry her wet books so he just gave it to her. He violated the maxim of relation by changing the topic. He knew that Penelope and Michael were making fun of the name “ <i>Doodle</i> ” as he called his wife. However, Alan did not want to discuss more about it. Thus, he just

CODE	DIALOG	POSITIVE POLITENESS STRATEGIES															MAXIM VIOLATION				EXPLANATION
		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	QN	QL	R	M	
																					gave the blow dryer to her.
PP/C/ 049	ALAN COWAN: You wanted the blow dryer? PENELOPE LONGSTREET: Thank you. MICHAEL LONGSTREET: Thanks. We call each other darjeeling , like the tea. Ask me, that's a lot more embarrassing!				✓													✓			Michael said that he and his wife called each other “ <i>Darjeeling</i> ”, like the name of the tea. Michael used in-group identity marker strategy to save his wife’s positive face. He wanted to show intimacy to his wife. He violated the maxim of quality by not telling the truth. Michael and Penelope were making fun of Alan’s favourite name to his wife “ <i>Doodle</i> ”. After knew that Alan was listening to them, Michael covered their fault by making a story of “ <i>Darjeeling</i> ” name.
PP/C/ 050	PENELOPE LONGSTREET: I reacted very poorly. NANCY COWAN: In the bathroom I was thinking. Maybe we						✓														Nancy came back from the toilet. Then, she avoided disagreement statement in stating her opinion. She thought that they should not use name-calling at a parents meeting. She told her disagreement indirectly by using

CODE	DIALOG	POSITIVE POLITENESS STRATEGIES															MAXIM VIOLATION				EXPLANATION
		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	QN	QL	R	M	
	glossed over the... Well I mean... MICHAEL LONGSTREET: What is it, Nancy? NANCY COWAN: Name-calling is a kind of abuse.																				hedging words to show her solidarity to the hearers. She did not violate the maxim of cooperative principles.
PP/C/051	MICHAEL LONGSTREET: Well, you've certainly perked up since you tossed your cookies. NANCY COWAN: Do you realize how crude that is? MICHAEL LONGSTREET: Listen. We're all decent people. All four of us. How do																				Michael made a small talk that involved the hearers into the discussion. He said that they were all decent people. They should not lose their tempers. He used the strategy of presupposing, raising, asserting common ground by including the hearers into his opinion. It was shown by the inclusive word “we”. He violated the maxim of relation because his answer seemed irrelevant with Nancy’s question. She asked him

CODE	DIALOG	POSITIVE POLITENESS STRATEGIES															MAXIM VIOLATION				EXPLANATION
		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	QN	QL	R	M	
	we get all carried away, losing our tempers?																				about his crude words to her and he answered that all of them did not need to lose tempers.
PP/C/ 052	MICHAEL'S MOTHER: This a bad time? MICHAEL LONGSTREET: No. Well, we got some friends over but go ahead.						✓											✓			Michael avoided disagreement with her mother. He did not say directly that it was a bad time to call him because he had some guests. He did this strategy since he did not want to hurt his mother's feeling. In this case, he applied the strategy of avoiding disagreement. He violated the maxim of quality by not telling the truth that it was not the right time to call him. It was because he had some guests in his apartment.
PP/C/ 053	MICHAEL'S MOTHER: Doris got run ov- MICHAEL LONGSTREET:																				Michael thought that it was not the right time to call him. To safe his mother's positive face, he expressed this by using avoiding disagreement strategy.

CODE	DIALOG	POSITIVE POLITENESS STRATEGIES															MAXIM VIOLATION				EXPLANATION
		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	QN	QL	R	M	
	All right, we'll talk about it later. We have company, Ma.						✓												✓		He violated the maxim of relation by distracting her mother who was going to say something.
PP/C/ 054	MICHAEL LONGSTREET: I can't touch anything of that family. Christ, Penny, you know that! PENELOPE LONGSTREET: He's afraid of rodents.									✓											She knew that her husband was afraid of rodents, so she told this to the Cowans as a proof that he could not touch the hamster. Penelope employed the strategy of asserting or presupposing knowledge of and concerning for hearer's wants. She did not violate the maxim of cooperative principles.
PP/C/ 055	MICHAEL LONGSTREET: We're born alone and we die alone! Who wants a little Scotch?															✓			✓		People in the room were arguing one another. Therefore, Michael gave Scotch to the guests. He did this to make them feel relax. He applied the strategy of giving gifts to H (goods, sympathy, understanding, cooperation) He violated the maxim of relation by

CODE	DIALOG	POSITIVE POLITENESS STRATEGIES															MAXIM VIOLATION				EXPLANATION
		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	QN	QL	R	M	
																					changing the topic of the conversation.
PP/C/ 056	NANCY COWAN: I can see I dragged him here for nothing. ALAN COWAN: What did you expect, Doodle? Some revelation about universal values? This Scotch is unbelievable.		✓																✓		Alan thought that the taste of the Scotch was very good. Thus, he made his statement more important that it really is by using the word “ <i>unbelievable</i> ”. Alan employed exaggerating (interest, approval, sympathy with H) strategy. He violated the maxim of relation by changing the topic into the taste of the Scotch.
PP/C/ 057	ALAN COWAN: This Scotch is unbelievable. MICHAEL LONGSTREET: Right? You see that? Eighteen years old, single malt.					✓															Alan stated that the taste of the Scotch was very good. In respond to his statement, Michael said “ <i>Right.</i> ” In this conversation, Michael used the strategy of seeking agreement in safe topics. He sought an agreement from Alan’s statement that the Scotch taste was good. Thus, Michael had

CODE	DIALOG	POSITIVE POLITENESS STRATEGIES															MAXIM VIOLATION				EXPLANATION
		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	QN	QL	R	M	
																					cooperated with Alan. He did not violate the maxim of cooperative principles.
PP/C/058	MICHAEL LONGSTREET Of course, of course. Excellent, isn't it? ALAN COWAN: Excellent.					✓															Michael stated that the taste of the Scotch was excellent. In replying to his statement, Alan said <i>“Excellent.”</i> Alan sought an agreement from Michael’s statement about the good taste of the drink. He employed the strategy of seeking agreement in safe topic. He did not violate the maxim of cooperative principles.
PP/C/059	ALAN COWAN: Excellent. MICHAEL LONGSTREET: Could I interest you in a cigar?															✓					Michael gave a cigar to Alan. Therefore, Michael could save Alan’s positive face. It is clearly seen that Michael used the strategy of giving gifts to H (goods, sympathy, understanding, cooperation).Michael

CODE	DIALOG	POSITIVE POLITENESS STRATEGIES															MAXIM VIOLATION				EXPLANATION
		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	QN	QL	R	M	
																					did not violate the maxim of cooperative principles.
PP/C/ 060	PENELOPE LONGSTREET: It's over there. Go stand near it, please. MICHAEL LONGSTREET: Pen.				✓																<p>Nancy felt that she was going to vomit again. Therefore, Penelope asked her to stand near the bucket. In repond to this, Michael called his wife, “<i>Pen.</i>” Michael called the familiar name of his wife “<i>Pen</i>” to show his expression of friendliness. He employed the strategy of using in-group identity markers in speech.</p> <p>He did not violate the maxim of cooperative principles.</p>
PP/C/ 061	(NANCY takes a glass of Scotch) MICHAEL LONGSTREET: You sure about that? NANCY COWAN: Very sure. This will						✓													✓	<p>Nancy took her glass of scotch and brought it to her lips. Michael thought that she should not drink too much. To safe her positive face, he expressed his disagreement by asking to her “<i>You sure about that?</i>” He applied the strategy of avoiding disagreement.</p>

CODE	DIALOG	POSITIVE POLITENESS STRATEGIES															MAXIM VIOLATION				EXPLANATION
		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	QN	QL	R	M	
	do me some good.																				Michael violated the maxim of manner by not being clear. He did not agree if Nancy drank Scotch because she was not in a good condition. The question “ <i>You sure about that?</i> ” indicates that he was disagree with Nancy’s action.
PP/C/ 062	PENELOPE LONGSTREET: My husband has spent the entire afternoon drying things! NANCY COWAN: Ha, ha, ha!								✓												Penelope made a joke about her husband who had dried some wet books and a wet cell in the same day. It is clearly seen that Penelope used the strategy of joking to put the hearer at ease. There was no maxim violation in Penelope’s statement.
PP/C/ 063	ALAN COWAN: Forget it, man. Forget it. Nothing can be done. MICHAEL LONGSTREET:																				Michael noticed that Alan needed to call his business partner but Alan could not use his cell because it was wet. Thus, Michael asked whether he wanted to use the phone or not. He tried to save Alan’s positive face by

CODE	DIALOG	POSITIVE POLITENESS STRATEGIES															MAXIM VIOLATION				EXPLANATION
		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	QN	QL	R	M	
	Got to wait. You want to use the phone?	✓																			<p>employing the strategy of noticing, attending to H (her/his interests, wants, needs, goods, etc.)</p> <p>He did not violate the maxims of cooperative principles.</p>
PP/C/064	PENELOPE LONGSTREET: Shut the hell up. MICHAEL LONGSTREET: Take one (cigar), Alan. Relax.															✓			✓		<p>Everyone in the room was arguing one another. Therefore, to make the situation better, Michael as the owner of the house gave a cigar to Alan. He gave it to him to make him relax. Michael used the strategy of giving gifts to H (goods, sympathy, understanding, cooperation).</p> <p>He violated the maxim of relation by changing the topic. He did this because he was not comfortable with the topic being discussed.</p>
PP/C/065	NANCY COWAN: Alan, do something!																				<p>Penelope threw all of Nancy's stuffs out of her bag. Nancy wanted her</p>

CODE	DIALOG	POSITIVE POLITENESS STRATEGIES															MAXIM VIOLATION				EXPLANATION
		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	QN	QL	R	M	
	PENELOPE LONGSTREET: “Alan, do something!” NANCY COWAN: She broke my make-up mirror! And my perfume! Why don't you stand up for me? ALAN COWAN: Let's go.													✓						✓	husband to stand up for her. In order to keep Alan's positive face, she made the activity seemed reasonable to him. She told him the reason why he should stand up for her. Thus, he could see what she expected from him. She employed the strategy of giving or asking for reason. She violated the maxim of manner by not being clear. The question “ <i>Why don't you stand up for me?</i> ” did not really mean to ask a reason. In fact, it was a suggestion for her husband to help her.
PP/C/066	NANCY COWAN: Why do you put me through this, Alan!? ALAN COWAN: Relax, Doodle.				✓														✓		Alan tried to make his wife relax. He called his wife as “ <i>Doodle.</i> ” Therefore, his wife felt better. He applied the strategy of using in-group identity marker in speech.

CODE	DIALOG	POSITIVE POLITENESS STRATEGIES															MAXIM VIOLATION				EXPLANATION
		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	QN	QL	R	M	
																					He violated the maxim of relation by giving irrelevant answer of Nancy’s question. He did this to make her relax.
PP/C/ 067	NANCY COWAN: I... ALAN COWAN: No, let him talk, honey.				✓														✓		Nancy was going to say something. However, her husband did not let her to do that. Alan used the strategy of using in-group identity marker in speech to show his closeness to his wife. He preferred to call her as “honey” than call her real name, Nancy. He violated the maxim of relation by distracting her wife who was going to say something.
Frequency		11	6	2	8	4	6	5	3	1	6	2	2	1	0	10	0	5	12	4	
TOTAL		67															21				

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Demikian pernyataan ini saya buat dengan sebenarnya dan semoga dapat dipergunakan sebagaimana mestinya.

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